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THURSDAY, MARCH 8, 1951

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Mechanized Loss System Pays Off on Storm Claims

NEW YORK—A number of company men in recent weeks have visited the loss department of Royal-Liverpool here to examine the production of loss pockets by machine, which is a feature of the system installed by Royal-Liverpool a year ago. The system thoroughly proved its value in handling the losses produced by the Nov. 25 windstorm in the northeast.

In one day the specially adapted IBM accounting machine No. 403 produced 7,000 loss pockets, an amazing performance, but one called for by the emergency. The machine did not reach that peak everyday, even during the flood of losses following the storm, but its capacity was—and is—there when that kind of need arises.

Originally the group's loss department had about 16 typists whose sole job was to type up loss pockets. Other typists listed figures on bordereaux to provide information by the weeks, showing reinsurance, etc. The bordereaux then went to the statistical department, and the personnel of that department key punched cards from bordereaux information. Typists then made up paid loss bordereaux and a new paid card was cut by the statistical department.

Loss Pockets by Machine

With the encouragement of management, General Adjuster J. F. Murray and Assistant General Adjuster Harold F. Crozier of the loss department, which is under the executive direction of Charles E. Black, assistant U. S. manager, explored the possibility of streamlining the loss procedures. The IBM tabulating staff, the Royal-Liverpool methods and planning department and the loss officials all worked together to develop the program to prepare the loss pockets by machine from a continuous roll of paper.

One of the first and most difficult tasks was to redesign the stat card and the loss pocket. The major revision of procedure to secure simplification and greater efficiency over the method formerly used cannot be accomplished by use of the customary stat card and loss pockets.

The key to the operation is this. Whereas formerly the bordereaux went to the statistical department to be punched, under the new system this process is reversed and cards are key punched first, directly from the loss notice. Having the cards at the outset, loss pockets can be reproduced by putting the cards through the IBM accounting machine No. 403. This information from the card is printed mechanically.

Last Process Now First

At Royal-Liverpool key punch operators were transferred to the loss service department to do what formerly was done last, only this time it was done first. The typists, all of whose efforts were saved, went to other departments where they were badly needed. When the loss draft is honored, a payment card is key punched in skeleton, and eventually matched with the reserve cards through a collating machine, and all information from the original reported card transferred to the paid card. This is done also with the expense payments by matching them with the outstanding file and cancelled reserve cards. This procedure also applies where ceded reinsurance is in effect.

For loss department visual reference, as an index card the reserve card is reproduced and interpreted from the

original reserve card. Formerly when pockets were made up by typists, there was inside the pocket a register slip, a carbon of the face of the loss pocket, made of extremely light paper. This was filed in the loss department as an index card. Being made of very lightweight paper it deteriorated rapidly. Through the machine process the group now makes the index card, and thousands of these index cards can be filed in one drawer. Their endurance, of course, is much greater.

It should be noted that the reserve card is punched alphabetically both as to name of insured and numerically for statistical information.

900 Pockets an Hour

Machine No. 403 can reproduce pockets faster than the cards can be punched, at the rate of approximately 15 a minute or 900 per hour. As a result of the storm, the company received tens of thousands of losses. The company used to employ 16 typists to make pockets, but to handle the load created by the storm would have required 100 typists to do the job as rapidly in the old way. The department was able to close its 1950 loss figures by January 12, 1951, earlier than a year ago, in spite of the tremendous number of losses. Incidentally, Royal-Liverpool had thousands of losses from the May 15 storm in the midwest, and these were handled with a normal staff.

One of the flexibilities of the new system is that any peak load on the loss service department can be spread throughout the entire general key punch department. This was done on storm losses in order to put through the tremendous load more rapidly. Royal-Liverpool has two No. 403 machines, one in the Loss Service Department and one in the Statistical and Accounting Department. The presence of two machines is insurance in case of emergency.

Increased Flexibility

The system is of course much faster than the former one, it saves space and it is more flexible. In the old days with a staff of about 25 typists, there were usually two or three absentees. With a smaller staff, this problem is lessened at a critical point.

Several by-products have developed as a result of the new system. One of these is the saving of time and labor in the payment of bureau charges. The group formerly paid bureau expense bills by draft every day. Now it takes all of the bureau items day by day and key punches them to the expense card (the expense card formerly was punched last), and these are held aside until the end of the month. Then the cards are listed and totalled in the accounting machine and one check drawn for the entire amount. In this way the writing of thousands of checks a year is eliminated along with the bother of so large a number of items going through the cashier's department plus the bother of being handled by the bureaus, etc. Previously it was necessary to make up a paid bordereaux for the purpose of paying bureau charges.

The unit that produces the loss pockets is in the statistical division under J. B. Clancy, who is comptroller of the group, and S. A. Bellingrath of the comptroller's staff. The unit is under the direct supervision of J. H. Meyer and William Crockett, located with the Loss Department as a direct service unit to the loss department.

Cleveland Board Says It Welcomes Test of Its Rules

Insurance Board of Cleveland has released the following statement regarding the federal anti-trust action that has been brought against the board:

"The Insurance Board of Cleveland welcomes the opportunity to test the legality of its rules in the suit brought by an agency of the government. The board is composed of local fire insurance agents, all of whom are small business men in vigorous competition with each other. The board is the oldest trade organization in the city, being in existence 104 years, antedating even the Cleveland Chamber of Commerce. Membership is open to agents only and no fire insurance company and no employee of a fire insurance company is eligible.

"The board has nothing whatever to do with the fixing of fire insurance rates. These rates are fixed under state law, subject to the approval of the Ohio superintendent of insurance. The board does not even attempt to fix the commissions to be paid by the fire insurance companies to their agents.

"The board believes that the laws prohibiting restraint of trade and unfair trade practices are necessary if American free enterprise is to be maintained. The board has, however, a growing apprehension as to the interpretation of these laws and the attempted control of business by some of our government officials. Nothing in the board's rules restrains free competition among the insurance agents. Indeed it is common knowledge that there is more vigorous and free-for-all competition between insurance agents than there is between most other business men.

"The board members have adopted rules requiring high standards of ethical conduct by members, but these rules stimulate competition rather than restrain it. The public interest has been well served by these rules for many years and the board is confident that their validity will be sustained upon trial of the case."

The Cleveland Board is holding a membership meeting March 16 to thresh out what to do about the anti-trust suit. The expense of the defense is, of course, a mighty factor. The government has had five men working on the case for two years and the defense would thus have to be prepared with the utmost thoroughness. There is naturally a division of opinion as between those who feel it would be wise to give up and those who feel that the board can't afford to surrender its liberties so casually. It is recognized that the companies can't afford to get mixed up in the case even if they were disposed to give an assist. The suit does not seek any damages. It doesn't seek to dissolve the board. It is directed only against the board as a corporation and does not name as defendants the officers, trustees, employees or member agents. It seeks only to force the abrogation of two rules of the board.

Leaders feel there is an excellent chance to win a victory if the money could be raised for defense. The rules have been studied and modified since the enactment of public law 15 and they have been given the closest scrutiny by counsel. In the past local board rules of a comparable nature have passed muster of state courts in cases arising at Minneapolis, Louisville and Houston. It is recognized that this is the federal government swinging all its weight, but those three precedents weigh heavily in the minds of those who are confident that the Cleveland Board could triumph here if it were willing to pay the price financially.

Multiple Location Answer: Let Chips Fall Where They May

Both Rating Plans to Be Made Available Without Contest

The opposing stock fire insurance company factions in the realm of multiple location risk rating have now called off all their warfare and the solution, at least for the time being, to this prolonged and bitter controversy is for the rating plan which has been espoused by each faction, to be advanced for adoption in the several states without contest. Thus if the filings are approved, there will be available the Multiple Location Service Office rating plan with the amendments that were submitted to the insurance commissioners committee at Chicago, Nov. 10, 1950, and the plan of America Fore and the other opposition companies.

This will mean that the agents and insured will have a choice. The matter will then be taken out of the realm of speculation and those with the dollars to spend will do the voting.

This will be a field day for those who revel in the mathematics of insurance. It is quite possible that there will be some risks that will do better mathematically with the M.L.S.O. plan and others that can be advantageously handled under the opposition plan. Then, of course, there is Aetna Fire's output policy, the London Lloyds deductible plans, the plan of Liberty Mutual, of Affiliated F.M., not to mention self-insurance which is a possibility that is particularly unnerving to the insurance people.

Both Are Strong Markets

There will be strong markets for both of these stock company plans since siding with America Fore in the opposition group are such companies as Hartford Fire, Automobile of Hartford, and Loyalty group.

The important thing in the minds of most insurance men is that, assuming that the states do not provide an obstacle, there will actually be put in the field plans that can be selected and immediately put into action. At present, although the so-called Escott plan has been approved in a number of states, it has not been available in enough states so as to make it of much value in handling the majority of interstate risks. There has been a great deal of business held under binder awaiting the outcome of this controversy. Now apparently the chips will soon be down and definite decisions will be made on the handling of a great deal of big business.

Following is the official statement issued by the two factions:

"This is a joint statement issued by authorized spokesmen for the Multiple Location Service Office and for the companies who have heretofore opposed the Multiple Location Service Office rating plan.

"The governing committee of the Multiple Location Service Office met Wednesday, Feb. 28, and reached important decisions about the future course to be recommended with respect to the credit and surcharge rating plan of the Multiple Location Service Office, and a

(CONTINUED ON PAGE 38)

ANSWER WEBB CHARGES

Mutual Agents
Fight Back
on Tax Issue

WASHINGTON — Mutual interests are taking steps to counter the recent recommendation of William E. Webb, Statesville, N. C., to the House ways and means committee that mutual companies be taxed on the same basis as stock companies.

John Wicker, American Mutual Alliance, has applied to the committee for time, but so far has not been assigned a date. Mutual agents, it is understood, plan to present one or more statements to the committee.

Hugh Murray Is Spokesman

National Assn. of Mutual Insurance Agents has applied to the ways and means committee for time to reply to Mr. Webb's charges. The N.A.M.I.A. executive committee authorized past President Hugh H. Murray, Jr., of Raleigh to appear as its spokesman.

In a statement, Mr. Murray said "true facts" concerning Mr. Webb's statement that he spoke for 24 state agents' associations and 50% of such agents sell mutual insurance are: that (1) Webb did not speak for any mutual agents' association whose sentiments oppose Webb's, (2) nor for the N.A.M.I.A., but (3) he did speak for only half the stock agents' state associations, but (3) not for National Assn. of Insurance Agents.

"The Webb statement was unfair and misleading," he declared, "also because it ignored the fact that practically all of what his statement called 'profits' of the mutuals were actually savings which the mutuals made for their policyholders and refunded to their policyholders in the form of policyholders' dividends. The Webb statement further ignored the fact that mutual insurance funds are never paid over to any third party investors or owners but are used only for payment of losses and operating expenses and necessary protective reserves, with any balance remaining being refunded to those who paid them in, namely, the policyholders.

Mutuals Pay in Lean Years

"The Webb statement further ignored the fact that under existing law mutuals must pay,—and actually do pay,—very substantial income taxes each and every year regardless of whether their experience is favorable or unfavorable; whereas, stock companies pay high taxes when they have a very profitable year but when they have an unprofitable year they may escape taxes altogether.

"All through the Webb statement there was a complaint about the mutuals being allowed to deduct policyholders' dividends before computing income taxes. From reading the Webb statement,—which ran along exactly the same line as the misleading and distorted propaganda spread around by the National Tax Equality Assn.,—one could easily be misled into thinking that this deduction of policyholders' dividends was a special tax privilege which

the mutuals enjoyed but which was denied to the stock companies. Of course the facts are that the stock insurance companies have identically the same right as the mutuals to make full deduction of dividend-refunds to policyholders under the federal tax income laws (section 207, sub-section XI). Consequently that tax discrimination which the Webb statement and the N.T.E.A. blasts complain about simply does not exist. In fact, a number of stock companies have, for many years, paid dividends to policyholders. Three of the largest in the country have recently amended their charters to permit the payment of dividends to policyholders.

"Mr. Webb is not licensed to represent a single mutual insurance company."

Hanover Year
Is Excellent

NEW YORK—Net premiums writings of Hanover Fire increased over \$2 million in 1950 being \$22,688,427 against \$20,660,327 in 1949, F. Elmer Sammons, president, reports.

Underwriting experience was not as favorable as in 1949, being \$851,024 for 1950 as against \$1,526,185 in 1949 due almost entirely to losses sustained in several catastrophes especially the windstorm of Nov.

F. Elmer Sammons

25-26. Losses incurred came to 42.98% of written premiums or \$9,751,005 while loss adjustment expenses incurred totalled \$821,505 or 5.63%. General underwriting expenses amounted to \$9,344,405 or 41.18%. A year earlier the ratio was 40.91, loss adjustment expense ratio 3.44 and expense ratio 41.18. The trade profit for 1950 is \$2,771,512, slightly below the 1949 profit of \$2,969,758. Assets are now \$45,670,663 against \$40,212,663 a year earlier; premium reserve is \$19,897,597 as compared with \$17,677,109; voluntary reserve remains at \$500,000, capital at \$4 million and net surplus went up from \$8,237,000 to \$10,479,883.

Chicago Insurance Day
Scheduled for April 5

A new approach is being planned for Chicago Insurance Day, scheduled for April 5 at the Stevens hotel. Instead of single large meetings, the affair will consist of a number of meetings on various subjects held simultaneously, allowing the producer to choose sessions which will be of particular interest to him.

The morning session and luncheon have been eliminated, and there will be no speaker at the dinner, although entertainment will be furnished. Through eliminating the luncheon, cost for the event has been reduced to \$7. Speakers are to be announced later.

\$164 Million for
Royal-Liverpool

Net premiums written by the companies of the Royal-Liverpool group reached a peak of \$163,944,035 during 1950. There was an underwriting profit, before federal income taxes, of \$1,752,055 or 1.07% of the premiums. This was after an increase of \$8,312,804 in the premium reserve.

On a combined group basis, losses incurred were 45.37%, and loss adjustment expenses amounted to 8.97%. Taxes, other than federal income tax, accounted for 3.29% and general expenses were 36.23%.

Fire and Marine Operations

	\$	% of Prem.
Net premiums	91,913,150	.....
Losses incurred	40,471,008	44.03
Adjustment expenses ..	3,956,166	4.30
Taxes	2,699,219	2.94
General expenses	33,259,817	36.19
Trading gain	11,526,940	12.54
Increase in unearned...	5,971,775	6.50
Underwriting profit ..	5,555,165	6.04

Casualty Operations

	\$	% of Prem.
Net premiums	72,030,885	.....
Losses incurred	33,911,587	47.08
Adjustment expenses ..	10,747,672	14.92
Taxes	2,690,846	3.74
General expenses	26,142,891	36.29
Trading loss	1,462,081	2.03
Increase in unearned...	2,341,029	3.25

Two Mid-Continent Airline
Wrecks Insured in U.S.A.I.G.

Mid-Continent Airlines which last week experienced two crack-ups, is insured in United States Aviation group through Thomas McGee & Sons Agency at Kansas City.

Mid-Continent suffered a crash at Tulsa to a Convair plane carrying 29 passengers and a crew of four. No one was killed in this wreck and only six persons were injured, none of them critically. The plane was worth approximately \$500,000.

Later in the week a plane trying for a landing in a heavy snow storm at Sioux City, Ia., crashed into a farmyard, killing 15 of the 25 aboard. This was a DC-3, the value of which runs \$40,000 to \$50,000. Ironically, one of the survivors of the Tulsa crash was killed in the Sioux City wreck.

U.S.A.I.G. carries the hull, passenger, public liability, workmen's compensation and baggage liability for Mid-Continent. In Iowa there is no limit for wrongful death.

Storm Loss Fatigue Victims

The strain of night and day and weekend work under pressure has been telling on a number of loss department people in the east. They have become actually physical victims of the eastern storm of Nov. 25-26. There have been some physical upsets attributable to this strain and here and there where a chief executive has detected signs of extreme storm loss fatigue on the part of a loss department manager, the latter has been given a week or two off to rest up.

Insurance Women of St. Louis will conduct a benefit card party for Boys Town of Missouri, March 30.

Chris Gough Steps
Aside After 58 Years

Chris A. Gough, by all odds the dean of insurance supervisory officials of this country, is at last stepping down from active service. He has resigned as deputy commissioner in charge of the bureau of insurance of the New Jersey banking and insurance department. The resignation becomes effective May 1. Mr. Gough has been in this insurance supervisory work 58 years. So far as the insurance business is concerned, he has been year in and year out, the insurance department of New Jersey. On his golden anniversary in this position he was given a great testimonial banquet at New York. Mr. Gough's son, C. J. Gough, is district supervisor at Trenton for Fire Insurance Rating Organization of New Jersey.

Chris A. Gough

Johnson Succeeds Gough

Benjamin B. Johnson, who has been special assistant deputy and chief of the rating division, becomes deputy commissioner succeeding Mr. Gough. Mr. Johnson has been with the department 40 years, during most of the time as Mr. Gough's immediate assistant.

Paul J. Molnar in turn, will succeed to Mr. Johnson's present position. He is now a chief rate analyst in the rating division. He was appointed to that position in 1944 following enactment of the rate control law. Prior to that he had been for several years with the New York insurance department.

William A. Johnston will become the new chief rate analyst.

He has been with the department since 1944 and prior to that was an examiner in the building and loan division of the department for 14 years.

Warren N. Gaffney, the banking and insurance commissioner, has been taking a more immediate interest in insurance supervisory affairs than has any of his predecessors.

March 13 Designated "Visit
Building Officials Day"

March 13 has been designated "Visit Building Officials Day" by the fire safety committee of National Assn. of Insurance Agents. More than 950 local board representatives will call on building commissioners throughout the country at 10 o'clock in the morning of March 13 in a "get-acquainted movement."

John J. O'Toole, St. Louis, chairman of the fire safety committee, says that cooperation of the agent and building commissioners is helpful in drawing up better fire protection ordinances. Building Officials Conference of America has notified members that they will receive the N.A.I.A. visitation on March 13.



NEBRASKA, COLORADO AND ARKANSAS DEPARTMENTAL REPRESENTATIVES AT DENVER CONVENTION OF INSURANCE COMMISSIONERS AS

NEBRASKANS—C. D. Spangler, actuary; Robert H. Ryman, attorney; Bernard Stone, director of insurance, and Wally Woltermath, rate supervisor. COLORADANS—Melvin Snyder, counsel; Luke Kavanaugh, commissioner; Cliff Snyder, father of

PHOTOGRAPHED BY HARRY H. FULLER, NATIONAL BUREAU OF CASUALTY UNDERWRITERS:

Melvin and chief rating analyst, and Pat Coursey, examiner. ARKANSANS—K. M. Harrison, executive assistant; J. Herbert Graves, commissioner, and Ector Johnson, Jr., casualty supervisor.

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Golden Meeting for National Union

National Union Fire is holding a field gathering at its home office March 19-21. This is being accented as the central feature of National Union's 50th anniversary activities and the field men from throughout the country except those on the Pacific Coast will take part. William M. Sidebotham, Pacific Coast manager, will be on hand, however.

In the past few years National Union has had regional gatherings of its field men.

Also, the meeting comes just shortly after the election of the new administration headed by President W. A. Rattelman and this then becomes an opportunity to spark the opening of a new chapter in the company's development.

The banquet will be held March 20 at Pittsburgh Athletic Assn., and the business sessions morning and afternoon Monday and Tuesday and the morning of Wednesday will be held at Webster Hall. Special guests will include Commissioner Artemas C. Leslie of Pennsylvania; Deputy Commissioner Ralph H. Alexander; J. H. Germain, vice-president-manager of Factory Insurance Assn.; Walter McKinnon, manager of General Cover Department; E. A. G. Manton, president of American International Underwriter; Harry Morton, vice-president of Marsh & McLennan; D. B. Sherwood, general adjuster of National Board; Raymond D. Parker, president of Parker-Allston Associates.

Marking the 50th anniversary, a series of handsome brochures is being sent out during the year. Each one features a prominent figure of National Union and also some interesting feature about Pittsburgh. The first brochure dealt with John M. Thomas, the veteran board chairman of National Union, and also the Cathedral of Learning of Pittsburgh. The second in the series concerns President Rattelman, and the magnificent downtown clearance program for Pittsburgh.

Four Insurance Measures Are Signed in Colorado

DENVER—The Colorado governor has signed several insurance bills. One permits reinsurance in non-admitted companies under certain circumstances. There are two bills bringing the Colorado fire and casualty rating law into a greater degree of conformity with the all-industry statute and then there is a bill revising the capital and deposit requirements.

In the past there has been a prohibition in the general law against reinsurance in unlicensed companies, but this was modified by numerous special bills granting permission for such reinsurance for certain specified insurers. The new law repeals all of this legislation and sets up conditions under which credit may be taken in reserves for reinsurance with non-admitted companies. For instance, the reinsurer must be licensed in at least one state, the taxes have to be paid by the ceding insurer, the insolvency clause must be contained in the contract, the commissioner must be designated as agent for service of process, credit is allowed only for the guaranteed portion of the commission, there must be an absolute transfer of risk or liability.

This bill is less elaborate than the very complicated legislation on the subject that is being considered in California.

The capital requirements apparently bear more heavily on the mutuals than the stock companies. The requirements are the same for both classes of company. In the past there has been required \$750,000 capital for stock companies engaged in full multiple line underwriting. This is now, so far as stock companies are concerned, converted into minimum capital of \$400,000 and minimum net surplus of \$350,000. It is not made clear, however, whether this is initial surplus or whether that is a surplus figure that must be maintained.

Every company has to have on deposit an equivalent to its minimum capital requirement, but for foreign companies this deposit may be made in its home state.

Writes H. P. C. in California

Two of the multiple line home owner policies of North America are now being written in California.

The larger policy provides fire and E.C. on the home in amounts from \$10 to \$50,000 in multiples of \$2,500. An additional amount of 40% of fire coverage is provided for fire and E.C. on contents, premises theft is covered to this same amount, and 10% of the coverage can be applied against theft worldwide. The policy also includes \$10,000 comprehensive personal liability and \$250 medical payments. The other policy provides the same coverages in lesser amounts.

W. Rae Dempsey, local agent at Baltimore, moved into new and larger quarters at 24 Commerce street.

Florence Stove Loss Is Estimated at \$3 Million

In a fire that occurred in February to the Florence Stove Co. at Bradley, Ill., it now appears the loss will amount to about \$3 million. This was a warehouse packed with stoves mainly for Sears, Roebuck & Co. About one-third of the line was in the Improved Risk Mutuals and about two-thirds in the factory mutuals. This was a sprinklered warehouse and there is much interest in why the sprinklers failed to function and control the fire. It develops that a valve near the fire origin was closed.

★ SECURITY ★ STRENGTH ★ SERVICE

UNITED STATES RESOURCES AS OF DECEMBER 31, 1950

Year Estab- lished		Securities Deposited	†Total Admitted Assets	Liabilities	Capital	SURPLUS TO POLICYHOLDERS (Includes Capital)	
		As Required By Law				Annual Statement Basis	Market Quotation Dec. 31, 1950
1896	American & Foreign Ins. Co.	\$ 265,061	\$16,560,313	\$ 9,524,926	\$1,500,000	\$ 7,035,387	\$ 6,966,673
1863	The British & Foreign Marine Ins. Co. Ltd.*	926,930	9,819,659	5,161,586	500,000	4,658,073	4,566,181
1911	Globe Indemnity Co.	839,333	77,542,994	51,830,285	2,500,000	25,712,709	25,217,373
1836	The Liverpool & London & Globe Ins. Co. Ltd.*	723,236	35,916,041	22,244,648	500,000	13,671,393	13,338,147
1811	Newark Insurance Co.	782,952	21,311,452	12,575,453	2,000,000	8,735,999	8,658,581
1891	Queen Insurance Co. of America	405,525	54,195,736	32,222,145	5,000,000	21,973,591	21,614,293
1910	Royal Indemnity Co.	1,691,155	83,854,773	56,525,450	2,500,000	27,329,323	26,786,961
1845	Royal Insurance Co., Ltd.*	669,265	42,979,131	27,428,676	500,000	15,550,455	15,202,394
1896	Star Ins. Co. of America	265,628	18,119,302	10,316,301	1,000,000	7,803,001	7,658,140
1860	Thames & Mersey Marine Ins. Co. Ltd.*	665,096	5,822,714	2,881,500	500,000	2,941,214	2,882,917
1832	Virginia Fire & Marine Insurance Co.	294,400	5,995,161	3,500,891	1,000,000	2,494,270	2,504,401

†Includes Securities Deposited as required by law.

*United States Branch. The amount shown under "Capital" is the statutory deposit required to transact business in the U.S.A.



1851-1951
ROYAL INSURANCE CO., Ltd.
100th Anniversary
in the United States

CASUALTY AND SURETY—FIRE—MARINE COMPANIES OF THE

ROYAL ~ LIVERPOOL INSURANCE GROUP

ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK 38, N. Y.

Joint Fire-Marine Report Issued on Radiation

Current fire prevention and protection practices for the handling and storage of radioactive materials have been brought to a better state of development as a result of a report issued by the joint fire and marine insurance committee on radiation, according to National Board, which has published the report.

The possibility of accidental release of radioactive substances when exposed to fire or other uncontrolled events has been the subject of considerable concern since their appearance on the market for industrial use.

At present radioactive isotopes are finding their greatest use in medical and industrial research. Although many shipments have been made, the quantity of material in the individual shipments is exceedingly small. The general distribution is through several large organizations in strategic locations. Individual shipments are prepared in the form of solutions, compounds or solid units in accordance with the specifications of the user. Safety instructions prepared by the atomic energy commission are distributed with the materials.

Shipments Are Analyzed

More than 11,000 shipments of over 100 different radioactive isotopes had been made by the isotopes division of the atomic energy commission by mid-1950, the report says. Of these, 76% went to be used in biology and medicine, 14% in physical sciences, 6% in agriculture, and 4% in industry.

It is reported that unless certain advance measures are taken, the presence of these radioactive materials in a fire may cause interference with manual fire fighting due to fear of exposure. Salvage work and resumption of operation may in turn be delayed due to contamination of buildings, equipment and materials.

The committee made several recommendations for the safe handling and storage of radioactive isotopes. Special watertight containers are to be provided and stored in a fire resistant cabinet, safe, or equivalent enclosure, when the amounts of the material exceed 2 curies. Certain industrial applications may employ as much as 10 curies and higher, in due time.

Shielding and Storage

Proper shielding and specific storage containers are suggested when the material in question exceeds stated quantities. Warning placards are advised for areas where the materials are stored and used. Thorough training of fire protection groups in this area is essential to handle the situation properly.

Members of the joint fire and marine insurance committee on radiation are W. H. Forristall, Factory Insurance Assn., chairman; E. H. Williams, Cotton & Woolen Manufacturers Mutual, secretary; M. M. Braidech, National Board; R. M. Dewey, Associated Reciprocal Exchanges; Harold Jackson, Board of Underwriters of New York; H. F. Russell, Improved Risk Mutuals; and H. L. Wayne, Inland Marine Underwriters Assn.

The report was prepared by a technical subcommittee which included Winthrop M. Jones, F.I.A., chairman; A. L. Brown, Factory Mutual Engineering Division, secretary; Horatio Bond, N.F.P.A.; and M. M. Braidech, National Board.

Copies of the report may be obtained by writing the National Board.

Two I.R.M. Veterans Honored

At a dinner given recently in their honor at White Plains, Walter E. Chessman, chief engineer, and David A. Christie, chief underwriter of Improved Risk Mutuals, were presented gold wrist-watches marking their 25th an-

niversaries with the organization.

Mr. Chessman started at Chicago, becoming resident engineer. In 1944 he was transferred to the home office in charge of engineering.

Mr. Christie joined the organization as a file clerk when the home office was at New York. He worked his way up to the loss and underwriting departments, becoming assistant chief engineer in 1944 and chief underwriter in 1949.

Sole Client of Merl Young Agency Is F. L. Jacobs Co.

WASHINGTON—During hearings on the Senate RFC investigation, Senator Fulbright, subcommittee chairman, produced a letter from the District of Columbia insurance department stating E. Merl Young was not licensed by it. However, Commercial Insurance Agency, which he heads, is licensed as broker.

Young testified his income was \$1900 from the agency in 18 months and that he had saved Rex Jacobs, president F. L. Jacobs Manufacturing Co., Detroit, \$40,000 on his insurance.

When Senator Capehart, Indiana, asked how that was done, Jacobs testified Young was a "good finder," who located an agent who figured out reduced rates to Jacobs.

During testimony by Joseph H. Rosenbaum, law firm member here reported connected with various RFC loans and various business activities with Young, Fulbright suggested that Rosenbaum "subsidized" Young, because he thought Young had influence with RFC or the White House. Rosenbaum denied this.

Fulbright suggested Rosenbaum didn't "want the committee to believe that for no reason at all you handed out these very succulent tidbits to Mr. Young?"

And to Young, Fulbright said "it would be highly immoral" if he did nothing to recompense Rosenbaum "for all the favors he has done you."

Among the "tidbits" referred to by Fulbright were:

Rosenbaum invested \$5,000 in Commercial Insurance Agency and lent it \$11,000. Young said he put up \$2,000 and has drawn only \$1,900 in salary from the firm since it was formed in the fall of 1949.

Young said the agency's income had been solely from policies sold to F. L. Jacobs Co. Rex Jacobs introduced him to Rosenbaum. Young testified he owes the agency \$7,000. Young has \$37,000 in loans with Jacobs Co., which he represented after leaving RFC as an examiner.

Rosenbaum's father, L. N. Rosenbaum, lent Young \$8,500 to buy a share in a Flint, Mich., brewery, but it was testified Young did not help the elder Rosenbaum in his purchase of New Jersey Trust Co. from RFC.

Hale to Fireman's Fund

Warren B. Hale, formerly claims manager for Hawkeye-Security at Denver, has taken a similar position with Fireman's Fund there. He succeeds Harry Martin who has retired.

G. A. B. Promotes Berger

Eli Berger, executive assistant in the head office of General Adjustment Bureau, has been elected assistant secretary. Mr. Berger joined G.A.B. in 1929 in a clerical capacity and was later transferred to the adjusting field. In 1945 he was transferred to the eastern department general office as supervisor, and four years later was name executive assistant.

Big North British Rally

All of the North British field men except the Pacific Coast will attend a conference with head office executives and department heads at New York the week of March 9. More than 100 are expected to attend from the New England, southern, western and middle de-



William Leslie, Jr., assistant secretary of National Council on Compensation Insurance, and R. G. Shurtleff, manager of Mountain States Compensation Bureau, at Denver gathering of Zone 5 of N.A.I.C.

partment territories, including contingents from Philadelphia, Boston, Michigan and Illinois departments. In recent years, North British has been holding regional meetings across the country.

The coast contingent will hold its sessions at San Francisco the following week under S. T. Shotwell, head of the Pacific Coast operations.

Denver Agents' New Name Is Denver Insurors Association

Denver Assn. of Insurance Agents at the March 1 meeting decided to change the name to Denver Insurors Assn. Insurors has been a copyrighted word in Colorado for some years and has been limited to the exclusive use of association members in connection with their agency names.

The new name will make its first bow to the public in a series of radio broadcasts entitled "Dollars and Sense" which will be sponsored in the near future over one of Denver's largest radio stations. Mailing stuffers advertising the radio series will be furnished to the Denver membership.

The Denver agents also agreed to promote a "buyers conference" similar to those held at Wichita.

Eye Ohio Reciprocal Bill

Ohio Assn. of Insurance Agents presently is concentrating its attention legislatively on securing passage of the bill to require reciprocals to comply with the same agents' licensing qualifications as all other insurers. This bill was recommended for passage by the house insurance committee by a vote of eight to three. The reciprocals are making a big fight against this measure. Superintendent Robinson of Ohio spoke in favor of the bill at the hearing.

Would Double Firemen's Tax

A bill has been introduced in North Carolina to double the firemen's relief premium tax on fire companies from ½ of 1% to 1%.

Repair Charge Boost Is Jolt to Auto Insurers

Automobile insurers are facing another severe jolt in the form of increased repair charges in many parts of the country due to wage increases that germinate in the new wage increase formula. For instance, at Chicago labor on repair work that has been \$3.50 goes up to \$4.50. On the coast, the rate of \$4.50 becomes \$5. That is symptomatic of what apparently is impending throughout the country. Claim men estimate that on collision losses labor accounts for half the cost and parts for the balance.

Already parts shortages are developing. Apparently the auto manufacturers are utilizing as much of their steel allowance for new cars as possible and are skimping on replacement parts. For instance, in one make of car the pillar between the front and back doors was so damaged that it had to be replaced. It was found that the manufacturer was making no replacement pillars for even this 1950 model and the insurer had to have a new pillar fabricated.

Ohio Mutuals Merge

Ohio Grain Dealers Mutual Fire of Columbus, O., has been merged with Western Mutual Fire of Urbana, O. The home office of the continuing company, to be known as Western Mutual Fire, will be located at Columbus.


President is J. W. Huntington, who has been president of Ohio Grain Dealers. A veteran of 32 years in the mutual business, he is a director of American Mutual Reinsurance.

Robert M. Meer, president of Western Mutual, will serve as vice-president and special agent, and T. M. Lintala, former vice-president and assistant secretary-treasurer of Ohio Grain Dealers, will be vice-president and assistant secretary. John H. Motz, chairman of Ohio Grain Dealers and a director for 50 years, is chairman of the continuing company.

Western Mutual this year is celebrating its 105th anniversary. Ohio Grain Dealers was founded in 1901. At the end of 1949, assets of Ohio Grain Dealers were \$157,177, with surplus to policyholders of \$110,077. Western Mutual at the same date had assets of \$195,328 and surplus to policyholders of \$55,731.

Tenn. License Laws Signed

Governor Browning has signed two agent licensing bills passed by the Tennessee legislature with no opposition in either house, one applying to fire and casualty and the other to life and A. & H. agents. Both require new applicants to pass examinations given by the insurance department, but they are not required for renewals. No exceptions are made for those seeking limited licenses.



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National warned of der today. In his talk Stange urged enterprise, concerned with to our ma sabotage—of war see several ca methods of fective pre Lorin C California emphasized in the ran F.U.A.P. f over the p of the insu fered in sc by the or Edward analyst of brought th of the glo talk. "This The obli general pu Thomas F. Aetna Fire industry w so long as public and promptly a Edward the San F his talk, "T ers," told o city's fire t organization increasing r of fire and city from c

Department Insurance

Commission is sponsored by the legislature this year of 12 consist A depart licensed has committee. Another suspension cause, enlarge include financ suspension. A bill to insurance co such a con Virginia ha now in ser unauthorized act, the mod Also thro providing th the state pa The paymen tion bill, wh since 1872, revision of t Another l amination e profit hospita izations, as the examina companies.

F.U.A.P. Holding Annual Meeting

SAN FRANCISCO—A capacity crowd was on hand as the annual meeting of the Fire Underwriters Assn. of the Pacific got underway here Wednesday. President R. B. Masters, assistant manager of Security of New Haven, was in charge. Commissioner Maloney of California welcomed the delegates.

R. B. Masters

Rudolph C. Stange, assistant general manager of National Board at San Francisco, warned of the dangers of sabotage under today's unsettled world conditions. In his talk, "Arson and Sabotage," Mr. Stange urged that all engaged in private enterprise must become increasingly concerned with the potential destruction to our many industries as a result of sabotage—especially with the threat of war seemingly so near. He outlined several case histories on the working methods of arsonists, and discussed effective preventive measures.

Lorin Carroll of Chico, president of California Assn. of Insurance Agents, emphasized the need for education within the ranks of insurance and lauded F.U.A.P. for its leadership in this field over the past 75 years. He said many of the insurance courses now being offered in schools were originally fostered by the organization.

Edward Radenzell, editorial news analyst of the San Francisco Chronicle, brought the various political happenings of the globe into sharp focus in his talk, "This World Today."

The obligations of insurance to the general public were emphasized by Thomas F. Buchanan, vice-president of Aetna Fire. He pointed out that the industry will grow and prosper only so long as it continues to serve the public and meets its responsibilities promptly and efficiently.

Edward P. Walsh, chief engineer of the San Francisco fire department, in his talk, "Tough Fires—Tougher Fighters," told of innovations adopted by the city's fire fighting forces, and how his organization keeps abreast of its ever-increasing responsibility—the prevention of fire and the protection of a major city from disaster.

Department Backing 13 Insurance Bills in W. Va.

Commissioner Crichton of West Virginia is sponsoring 13 bills in the legislature this year, with chances of passage of 12 considered fairly good.

A department bill to have adjusters licensed has been tabled in the house committee.

Another measure would provide for suspension of a company's license for cause, enlarging the present law to include financial difficulties as a reason for suspension.

A bill to require advertisements of insurance companies to indicate whether such a company is licensed in West Virginia has passed the house and is now in senate committee, as is the unauthorized insurers service of process act, the model bill.

Also through the house is a measure providing that companies examined by the state pay the examination expenses. The payment feature of the examination bill, which has been on the books since 1872, got dropped out during a revision of the section a few years ago.

Another bill would provide for examination expenses in the case of non-profit hospital and medical service organizations, as would another providing for the examination of farm mutual fire companies.

A multiple line bill has also passed the house and is in the senate committee. Multiple line underwriting is permitted in West Virginia by a departmental interpretation of the existing laws, and the new bill would put the multiple line powers in the books.

The department is also sponsoring a bill providing for the submission of all life policy forms for approval by the department as is done with fire and casualty.

The department is also backing a minor administrative bill allowing non-

profit hospital and medical plans 90 days in which to account for their funds when paying hospitals or physicians. The present law allows only 20 days. This bill also has passed the house.

House Organ Revived

The Yorkshire group has revived publication of its attractive office magazine that is known as "TYG." The cover picture on the first issue of the new series is the Cathedral of York. It was in the shadow of this edifice and

within the sound of its chimes that Yorkshire was established in 1824. There is a message from U. S. Manager Alan Robinson and a variety of news and features about employees and agents liberally illustrated. The editor is William Oehrlein.

W. S. Keese, Jr., of Keese & Boyd, former president and national councilman of Tennessee Assn. of Insurance Agents, was master of ceremonies at the dinner and fashion show of Chattanooga Secretaries Assn.

I wouldn't have any kind of business building put up without a CONTRACT BOND

What's that?

"insurance" before the building starts by don

Here's one kind of insurance a building needs even before it starts. For a small premium America Fore will provide your contractor with a CONTRACT BOND to guarantee that he will finish your building on per plans and specifications on a given date, and free and clear of liens. It has happened in the past that unscrupulous contractors, and consequently homeowners, have not been completely satisfied. America Fore's building bonds have left "your" building subject to suppliers or mechanics' liens. (Then it isn't yours at all.)

For a nearby America Fore Agent, Western Union by number, and

THESE COMPANIES COMPOSE THE AMERICA FORE INSURANCE GROUP: CONTINENTAL - FIDELITY-PHENIX - NIAGARA - FIDELITY AND CASUALTY COMPANY OF NEW YORK

LOOK FOR THIS SEAL ON YOUR POLICIES

These advertisements, which will appear in national magazines during this month, together with tie-in material, will help America Fore agents sell. They can help you, too! Ask the America Fore fieldman.

What is the America Fore INSURANCE GROUP

The America Fore Insurance Group of . . .

- Five outstanding capital stock insurance companies operating under the same management and typically every type of insurance except life—
- Companies which for nearly 100 years, dependably, and disaster, have paid prompt all just claims—
- Companies represented by over 40,000 agents, carefully selected for their ability to serve the American public on insurance—
- Companies which are strong, sound, and
- Companies in which the prudent man insures!

This is the America Fore Insurance Group

COMPANIES OF THE AMERICA FORE INSURANCE GROUP: THE CONTINENTAL INSURANCE COMPANY, FIDELITY-PHENIX FIRE INSURANCE COMPANY, NIAGARA FIRE INSURANCE COMPANY, FIDELITY AND CASUALTY COMPANY OF NEW YORK

THIS DOESN'T BEGIN TO COVER ME NOW

Has your house outgrown its insurance? by don herold

Houses have been growing again—I mean in value.

Is your insurance too scanty?

If your house should burn down (or up) tonight, how much would it cost you to rebuild it at today's higher building prices?

That's the way you should figure whether or not you are carrying enough fire insurance.

The same kind of thinking should be applied to insurance on your household furnishings—and insurance against losses of your valuables by fire and theft.

Half insured? be insured!

For the name of a nearby America Fore agent or claims office, call Western Union by number, and ask for Operator 25.

THESE COMPANIES COMPOSE THE AMERICA FORE INSURANCE GROUP: CONTINENTAL - FIDELITY-PHENIX - NIAGARA - AMERICAN EAGLE - FIDELITY AND CASUALTY COMPANY OF NEW YORK

FOR THIS SEAL ON YOUR POLICIES

America Fore INSURANCE GROUP

Collier's

POST

Newsweek

LIFE

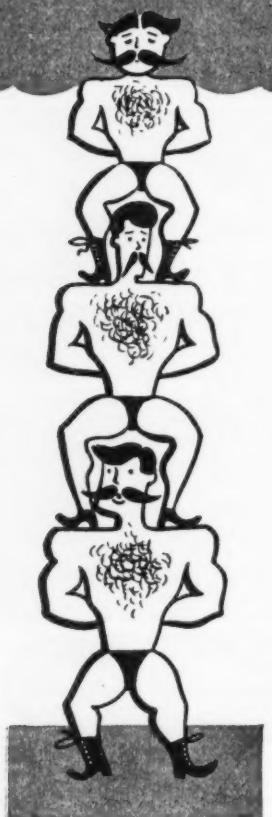
Country Gentleman

Farmington

TIME

America Fore INSURANCE GROUP

Build your business



VERTICALLY as well as HORIZONTALLY

You build horizontally when you add new clients. That's all to the good.

You build vertically when you increase your writings for present clients. That's even better.

Your PACIFIC NATIONAL Special Agent can show you proven methods of vertical selling (larger as well as additional coverages) while at the same time rendering a constructive service to your assured. Inquire!

PACIFIC NATIONAL FIRE INSURANCE COMPANY

HOME OFFICE • SAN FRANCISCO
FOREIGN DEPARTMENT • SAN FRANCISCO
EASTERN DEPARTMENT • PHILADELPHIA
WESTERN DEPARTMENT • CHICAGO
SOUTHERN DEPARTMENT • ATLANTA
OFFICES IN PRINCIPAL CITIES
COAST TO COAST

N. Y. Fire, E. C. Results and Federal Income Tax Figures

Below are presented total direct writings and total net losses incurred of companies for New York State in 1950. Some casualty companies and other multiple line insurers appear for the first time. Their totals are for the fire-

allied lines only.

Also shown are direct premiums and incurred losses for extended coverage. Many insurers report larger losses than premiums for this line, due in large part to the Nov. 25, 1950 windstorm, which

hit New York hard. The fifth column gives incurred federal income taxes, this figure being in respect of the entire operations of each company. These figures were taken from the new annual statements as filed at Albany.

	Direct Writings	Net Losses Inc.	Direct Writings	Net Losses Inc.	Fed. Inc. Tax		Direct Writings	Net Losses Inc.	Direct Writings	Net Losses Inc.	Fed. Inc. Tax
Abington Mut.	34,556	15,948	2,266	1,886	6,405	Glens Falls	7,766,468	2,612,231	235,220	600,668	1,059,001
Acc. & Cas.*	372,086	185,138	88,594	49,165	294,490	Globe & Rep.	430,358	199,465	52,654	88,400	163,911
Aetna Fire	6,950,983	3,044,577	444,854	941,620	1,618,877	Globe & Rutgers	1,014,709	473,275	35,002	88,442	98,599
Affiliated FM	53,523	2,740	2,243	240	240	Gr. Deal. Nat.	399,284	193,253	32,812	57,900	88,445
Agricultural	2,903,817	1,301,845	176,003	389,411	383,320	Granite State	196,467	93,757	19,011	44,256	268,055
Alleghenia	663,017	280,055	75,905	153,231	54,036	Great Am.	4,514,325	2,122,965	260,505	437,382	953,545
Alliance, Eng.	942,393	359,264	21,942	76,651	117,688	Great Eastern	432,985	133,590	23,946	34,702	283
Allied Am. Mu.	509,880	245,708	18,381	46,220	39,867	Halifax	98,249	29,201	1,683	5,595	350
Allied Fire	519,678	255,430	46,123	96,883	7,589	Hamilton	125,233	41,274	.....	.....	.....
Allstate Fire*	684,223	212,812	.....	.....	148,812	Hanover	2,740,911	1,700,007	174,078	550,547	398,926
Alpina	.....	.....	.....	.....	.....	Hard. Deal. Mu.	554,553	215,760	46,350	94,850	98,302
Am. Alliance	1,622,212	809,274	172,361	183,759	150,993	Hard. Mu.	870,404	543,219	70,855	165,314	93,561
Am. & Foreign	1,240,268	835,791	49,725	80,310	294,421	Hartford	9,146,196	3,599,580	524,559	748,863	4,378,000
Am. Auto. Fire	420,358	185,723	.....	.....	38,207	Hawkeye-Sec.	50,752	17,722	8,552	11,833	119,901
Am. Aviation	26,895	3,564	3,840	897	173,065	Hingham Mu.*	42,492	9,920	5,449	7,940	7,940
Am. Central	709,834	299,137	65,170	93,138	202,060	Holyoke Mu.	528,988	155,111	22,836	26,851	23,188
Am. Druggists	74,042	9,260	1,717	2,182	138,150	Home F. & M.	29,809,908	15,230,813	2,413,813	4,346,949	4,498,621
Am. Eagle Fire	.....	.....	.....	1,457,419	.....	Home Land	2,079,850	1,203,681	91,133	117,917	960,275
Am. Employers	141,581	23,506	5,624	5,064	14,582	Homeland	219,997	126,223	19,525	8,234	45,651
Am. Equitable	4,100,341	2,109,240	427,231	574,609	287,811	Hudson	.....	.....	.....	.....	42,959
Am. Fidelity	1,946,118	810,799	.....	94,376	.....	Illinois Fire	514,447	234,880	48,432	69,982	.....
Am. Home Fire	229,673	107,354	15,961	36,921	4,758	Imperial	860	33,920	309	11,083	11,338
American	4,287,790	2,046,174	193,541	485,819	404,724	Indem. Marine	467,362	226,797	.....	.....	74,331
Am. Motorists F.	72,924	20,952	.....	.....	18,831	Ind. Lbrmen's	291,432	203,405	40,391	76,748	65,751
Am. National	799,787	530,410	64,822	94,723	73,421	Industrial	838,991	385,772	10,664	22,601	170,900
Am. Reserve*	535,398	230,036	39,485	43,361	16,662	North America	14,052,944	5,597,991	551,394	868,558	3,154,287
Am. S. S. Owners	2,011,724	1,255,787	.....	60,392	.....	State of Pa.	1,171,414	249,739	19,324	52,398	44,273
Am. Union	754,187	592,987	48,159	160,034	3,273	International	28,280	81,094	13,648	22,237	34,163
Arkwright Mut.	1,078,981	184,246	.....	106,537	.....	Inter-Ocean Re.*	429,788	243,661	34,089	67,353	61,642
Assur. of Am.	707,575	340,521	47,401	52,307	2,989	Interstate	677,937	303,587	.....	.....	316,084
Atlantic Mut.	8,199,113	3,444,520	130,781	83,398	422,805	Jefferson	58,807	6,906	.....	.....	.....
Atlas	1,087,993	525,660	105,124	177,824	31,354	Jersey	339,958	203,637	33,368	101,107	204,073
Automobile	7,932,680	3,572,017	365,134	760,792	2,450,197	Law Un. & Rock.	166,079	115,093	17,520	20,657	31,027
Auto. Mut.	234,934	63,148	.....	.....	36,547	Lion Fire*	5,704	2,458	217	721	.....
Badger Mutual	.....	.....	.....	.....	21,262	Lib. Mut. Fire	2,015,589	1,556,954	196,193	251,523	171,719
Baliose Marine	12,300	36,797	.....	.....	.....	Lib. Mut.*	1,999,264	843,398	20,603	15,804	1,484,074
Bankers & Ship.	971,595	487,109	29,624	66,337	323,794	L. & L. & G.	2,598,623	1,704,994	184,217	476,726	460,678
Berkshire Mut.	398,282	148,856	21,786	10,112	18,267	London Assur.	817,337	427,953	37,010	92,299	36,567
Birmingham, Ala.	.....	.....	.....	44,566	.....	London & Lanc.	733,973	340,632	58,178	45,448	32,850
Birmingham, Pa.	271,650	338,819	19,081	62,243	29,237	London & Scot.	199,885	113,856	14,914	23,335	.....
Blackstone Mut.	385,297	273,337	.....	77,424	.....	Lumber Mut.	599,365	134,156	40,979	29,519	37,260
Boston	2,939,193	2,059,792	118,900	243,075	94,472	Lumb. Mut., O.	351,182	186,096	39,505	68,629	59,462
Boston Mfrs. M.	819,178	400,297	.....	233,460	.....	Lynn Mutual*	135,408	63,229	8,142	11,278	7,395
British Amer.	302,432	168,996	18,629	37,148	77,180	Manhat. F. & M.	2,296,917	67,088	.....	63,218	282,151
British & For.	1,148,539	607,034	41,590	57,163	194,203	Marine	695,942	124,717	.....	.....	378,860
British General	93,889	48,542	7,948	4,111	13,832	Maritime	132,365	92,172	.....	.....	67,227
Buffalo	1,025,388	307,139	113,522	123,568	8,120	Mass. F. & M.	749,302	464,797	62,651	82,323	57,532
Caledonian	750,999	371,544	47,714	55,467	19,890	Mech. & Traders	398,852	163,885	24,039	32,498	105,691
Caledonian-Amer.	222,090	220,042	18,464	24,578	.....	Mercantile	1,110,141	411,381	82,044	72,746	89,894
California	633,047	255,323	50,663	68,832	137,016	M. & Bus. Men's	612,361	41,211	51,370	11,405	43,055
Calvert Fire	2,459,468	1,319,275	.....	.....	4,713,243	Mer. & Mfrs.	612,859	339,603	45,059	97,860	51,586
Cambridge Mut.	42,815	95,336	9,354	16,152	14,031	Merchants, N. Y.	1,076,500	425,278	125,278	229,937	388,613
Camden Fire	1,806,578	946,169	113,798	130,513	42,821	Merchants, Colo.	638,333	29,528	8,920	10,760	35,005
Cathay	289,622	60,871	4,718	847	32,129	Mercury	1,301,485	643,532	91,674	133,682	290,422
Centennial	1,186,780	862,069	18,449	32,552	69,494	Merrimack Mut.	909,898	259,624	38,993	47,783	40,444
Central Mfrs. M.	1,169,420	526,402	109,310	187,289	133,088	Metropolitan F.*	559,378	284,588	38,080	43,125	103,100
Cent. States F.	662,311	29,059	.....	35,947	.....	Michigan F. & M.	557,385	170,662	57,586	38,388	114,171
Cent. Tr. China	109,614	117,727	195	460	8,992	Mich. Millers M.	427,816	208,566	41,792	93,514	75,093
Century	636,210	363,572	21,974	25,368	4,546	Middlesex Mut.	627,606	207,707	48,607	45,115	25,995
Charter Oak	115,904	77,327	8,642	9,196	22,321	Mill Owners M.	44,998	27,558	6,135	12,058	84,688
Christiana Gen.*	397,171	226,067	33,679	76,625	59,064	Millers Mut., Pa.	19,245	34,321	13,506	13,506	13,506
Church Fire	58,949	5,780	10,213	5,198	.....	Millers Mut. Ind.	19,245	34,321	13,506	13,506	13,506
Citizens, N. J.	959,074	331,111	68,276	98,426	54,004	Millers Mu. Tex.	1,017	19,742	4	1,532	31,238
Colonial*	217,751	123,438	22,691	29,226	32,567	Millers Natl.	285,204	112,904	26,663	24,735	52,819
Columbia, N. Y.	686,993	205,573	60,654	100,056	8,421	Millwaukee Mech.	1,239,636	569,614	93,620	122,230	133,609
Columbia, Ohio	132,323	134,628	11,185	40,888	5,740	Minneapolis F. & M.	780,026	.....	59,067	.....	21,723
Commerce	1,091,764	545,259	76,128	210,305	209,707	Monarch Fire	208,796	64,409	11,623	11,832	3,725
Commercial Union	2,329,261	970,278	111,726	132,944	532,546	Motors	603,563	424,761	.....	.....	3,863,017
Com'l Un. Fire	692,998	123,150	61,578	80,876	101,626	Mr. Beaton	603,563	424,761	.....	.....	110,052
Commonwealth	914,127	425,809	75,833	83,923	85,606	Natl. Ben. Frank.	1,224	54,336	.....	.....	5,583
Concordia	2,080	306,034	.....	60,214	57,658	Natl. Fire	2,224,915	1,011,315	211,445	283,867	1,059,712
Connecticut	2,158,418	821,266	86,758	245,389	358,246	National Grange	436,339	146,443	.....	.....	167,514
Connecticut Ind.	318,524	205,536	22,938	46,974	56,871	Natl. Jewelers	11,357	6,143	515	1,495	2,150
Constitution Re.*	199,228	61,616	19,663	23,379	18,656	National Re.*	1,164,253	828,357	97,242	120,054	174,308
Continental	.....	.....	.....	3,480,927	.....	N. Retailers Mu.	2,472,526	1,221,087	101,022	224,904	71,974
Copenhagen Re.	.....	.....	.....	.....	.....	Natl. Surety Mar.	469,446	190,652	.....	.....	27,000
Cosmop. Mut.	169,594	56,857	6,608	9,272	1,035	Natl. Union	3,898,240	648,005	159,946	60,012	449,334
Cotton & Woolen	281,383	146,568	.....	.....	64,177	Netherlands	303,890	168,260	5,835	9,361	18,181
Detroit F. & M.	999,775	653,138	68,984	75,726	52,774	Nevada	6,484	.....	266,164	238,089	.....
Dorchester Mut.	.....	.....	.....	.....	.....	New England	2,014,723	1,029,529	51,079	19,194	19,231
Dubuque F. & M.	261,250	173,041	39,734	36,785	409	New Hampshire	3,787,357	1,185,702	86,626	324,992	352,447
Eagle Fire, N. Y.	282,747	140,310	5,362	12,840	73	N. Y. Fire	.....	.....	.....	.....	19,777
Engle, N. J.	249,350	70,428	14,307	342	.....	N. Y. Under.	1,562,881	916,905	133,574	229,287	117,749
Engle Star	1,994,856	974,828									

Industry Body Gives Wind Hints on Asphalt Roofs

In the March issue of Building Supply News appears a factual and detailed article on "How to Lick the High Wind Menace." The article sets forth methods to be followed in applying asphalt roofing to eliminate or minimize wind damage. The facts and recommendations in the article were outlined to Building Supply News by the Asphalt Roofing Industry Bureau. This bureau will arrange to purchase reprints of the article for distribution to those who request it. The bureau is at 2 W. 4th street, New York 19.

Several state and regional mutual insurers' organizations have been distributing leaflets outlining how to put on asphalt shingle roofs so that the shingles will stay down and on during a high wind, the purpose being to make policyholders aware that they can have their roofs put on so that storm damage is controlled. Farm Underwriters Assn. likewise expects to have ready shortly a leaflet on correct laying of asphalt shingle roofs.

No Losses on 500,000 Roofs

The article in Building Supply News is written from the viewpoint of the entire asphalt roofing industry. This article emphasizes that cemented tabs make asphalt roofs gale-proof. At least one of the members of the industry bureau has devised a special method of interlocking shingles to prevent wind damage. This company advertises that in 18 years it has installed 500,000 roofs, using its method of fastening shingles, and that it has never had reported to it a wind loss to one of these roofs.

In the Building Supply News article special instructions are given for square-tab strip shingles since these are the most widely used roofing shingles. Although the Asphalt Roofing Industry Bureau specifies use of six nails in each 3-tab square-butt strip shingle, very often those who put shingles on the roof apply four nails or even less. Not only that but the nails instead of being located at least 5 1/4 inches above the exposed butt of the shingle may be spaced so that the shingle itself is not fastened well to the deck.

During the storms of the past year, 3-tab shingles proved satisfactory when the tabs were cemented down or held down with a non-corrosive clip. No failure of a strip shingle when tabs were cemented down has been reported.

Underwriters Laboratories is expected shortly to sponsor the plan of having shingle manufacturers' instruction sheets include alternate specifications calling attention to the use of cement tabs or non-corrosive clips in order to get wind-safe shingles in high wind areas. Cost of cementing down the tabs is \$2 per square or less including materials and labor. This means that on a barn 36 x 70 feet, the additional cost for a wind-proof roof should never exceed \$70 and some contractors would do the job for about half that much. The Building Supply News article gives the detailed directions on how to apply asphalt shingle roofs in high wind areas.

Texan Gives Views on Installment Payment Plans

Frank I. McPherson, vice-president and treasurer of Pan American Casualty of Houston, has prepared a monograph on the installment payment of the term premium question in which he recommends that insurers take the initiative in devising payment plans that meet the needs of their own particular type of policyholders. Installment premium buyers, he said, should be required to pay the extra cost of providing the service either by adding an interest charge to the premium or by increasing the pre-

mium rate on all policies to cover the extra cost of installment premiums and then allowing a discount to the cash buyer.

The agent should receive full commission at the outset the same as if a term policy had been written, but subject to payment of return commissions. The company should assume the burden of collecting installment payments by mail so that the agent may have the maximum amount of time available for sales work. Premium reserve should be required for the full policy period the same as on term policies. All hands

should recognize that when installment premiums are written, the insurer cannot safely write as large a volume of premium in relation to its capital as when term policies are being written. This is because installment premiums reduce the investment income and the relative amount of assets which the company can quickly convert into cash.

There should be permitted the use of smaller down payments so that insurers would provide the initial credit facilities on an installment policy instead of requiring the agent to advance a part or all of the down payment. The short

rate clause is obsolete and should be eliminated. The effect of this clause is to penalize the cash buyer because the short rate penalty can seldom be enforced on installment policies or on reporting policies.

Boeye Leaves Morrison Co.

Adolph N. Boeye has resigned as manager of the life insurance department of the S. T. Morrison & Co. general insurance agency at Iowa City. Illness in the family has required Mr. Boeye to reside in a dry, warm climate.

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says R. WATSON MOON, Ohio State Agent for Meserole Fire Insurance Group



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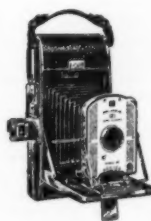
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Fire Company Results in N. Y. State and Tax Figures Shown

(CONTINUED FROM PAGE 6)

	Direct Writings	Net Losses Inc.	Direct Writings	Net Losses Inc.	Fed. Inc. Tax
Potomac	1,117,426	460,796	66,393	104,564	520,018
Preferred, Kans.	114,261		8,119		52,584
Prot. Mutual	92,862	105,927			48,892
Prov. Wash.	2,902,138	2,097,499	121,773	167,079	
Provident, N. H.	291,217	101,355	32,222	51,233	50,549
Prudential				228,538	
Quaker City	80,531	105,896	5,876	15,982	64,453
Queen	2,839,167	1,759,718	162,513	498,347	786,283
Quincy Mutual	1,113,561	196,679	102,814	33,926	60,149
Reins. Corp.*	5,462,984	3,085,447	482,366	195,843	104,760
Reliable Fire	1,391	891		33,518	
Reliance, Pa.	2,021,771	1,256,836	114,344	174,459	28,000
Reliance Marine	193,010	174,818			6,936
Republic, Tex.	1,104,827	438,554	267,885	332,906	75,526
Rochester Am.	883,699	512,161	60,085	92,970	86,373
Royal Exch.	627,566	298,093	32,588	103,918	11,515
Royal	5,423,594	2,899,832	307,013	767,173	659,054
Safeguard	324,001	117,637	32,273	37,830	7,119
St. Paul F. & M.	5,891,075	3,334,210	70,877	181,096	1,284,553
Scottish Union	1,083,470	435,107	96,731	154,692	57,169
Sea	1,311,550	378,540	1,024	4,581	276,590
Seaboard F. & M.	403,609	218,346	34,001	44,848	1,776
Security, Conn.	955,598	449,492	76,221	156,790	193,293
Service Fire	2,959,859	911,255		6,249,748	
Skandinavisk	108,009	107,393	11,487	37,196	2,294
South British	135	46,593		68	
South Car.		All Reinsurance		49,472	
Southern Fire	118,974	101,981	11,008	39,275	49,263
Springfield F. & M.	2,251,254	1,450,630	174,842	326,305	998,122
Standard, N. Y.	2,782,830	1,083,333	234,587	312,414	292,291
Standard, Conn.	787,812	507,847	98,984	272,654	123,329
Standard, N. J.	380,171	131,533	53,316	59,474	16,369
Stand. Marine	1,502,844	433,659	15,317	308,019	
Star	912,151	694,740	68,109	167,273	492,862
State Assur.	64,170	18,832	6,180	5,744	
Stuyvesant	533,124	180,810		111,553	
Suffolk County	61,585	12,470	5,374	6,305	
Sun	2,606,652	1,081,365	78,501	142,521	145,237
Sun Ind.	278,031	175,113	1,399	8,060	45,759
Surety Fire	377,959	234,376		15,000	
Swiss Re.*	3,091,994	1,501,469	308,945	375,715	34,952
Switz. Gen.	418,325	257,301	4,637	3,522	60,000
Thames & Mer.	987,167	638,331	46,587	92,225	127,905
Trad. & Mech.	912,141	324,131	64,227	78,238	13,525
Transcontinental	1,041,589	488,522	42,596	53,471	66,469
Transportation	114,338	14,722		43,000	
Travelers Fire	7,835,299	3,373,564	348,659	265,111	1,697,121
Twin City	511,429	357,492	34,712	35,281	37,249
Underwriters	85,766	24,488	7,655	9,418	
Union & Phenix*	260,166	124,885	26,789	32,384	16,342
Union Assur.	374,082	132,215	23,800	30,767	43,662
Union, Canton	168,234	162,187	4,949	5,942	52,983
Union Marine	483,309	807,165	47	558	47,641
Union Mutual	189,646	25,274	19,818	965	9,104
United Firemen's	321,257	169,899	33,148	53,440	11,403
U. S. Fire	4,675,079	2,153,625	251,819	624,706	1,017,634
Unity Fire*	95,729	47,690	8,711	12,362	5,248
Universal	2,048,390	494,727	756	935	84,023
Urbaine*	417,445	218,235	53,604	66,875	50,060
Vigilant	358,411	97,432	11,102	3,844	186,727
Va. F. & M.	335,646	335,122	37,033	171,891	67,796
Wash. Assur.	181,097	100,571	14,774	41,355	49,905
Westchester	4,384,438	2,035,775	176,348	438,397	675,373
Western, Can.	850,222	412,264	13,724	44,474	141,640
Western, Kans.	—350	1,530			299,762
West. Millers M.	88,074	70,352	2,970	7,333	12,776
Western National*	201,375	111,627	18,255	31,524	28,710
What Cheer	285,803	101,537		16,381	
Worcester Mut.	1,046,894	353,539	101,906	39,247	54,071
Workmen's Mu.	78,757	31,471		4,697	
World F. & M.	2,216,328	1,108,838	164,344	268,873	135,728
Yangtze	—82	12,335		4,683	
Yorkshire	304,906	180,147	32,274	67,178	3,326
Zurich Fire	484,766	395,959		38,650	

LLOYDS AND RECIPROALS

	Direct Writings	Net Losses Inc.	Direct Writings	Net Losses Inc.	Fed. Inc. Tax
Aff. Und.	263,321	65,295	12,577	17,785	17,471
Am. Exchange	87,310	38,226	10,895	4,932	
Bakers Lloyds	16,164	5,552			641
Cannara Exch.	342,960	250,475	24,408	24,917	19,336
Frpl.-Spkl. Und.	38,401	16,885	4,790	2,192	
Individual Und.	145,444	63,745	18,152	8,321	8,367
Lloyds, N. Y.	20,780	6,872		5	61,221
Metro. Inter-Ins.	87,309	38,266	10,895	4,932	
N. Y. F. & M. Und.	29,759	6,238			2,429
N. Y. Recip.	126,069	55,272	15,733	7,124	3,691
Und. Ex. Mo.	12,053	805	2,503	755	
Recip. Ex. Mo.	49,955	8,102	4,669	3,468	
Truck Ex. Cal.					15,437
Warner Recip.	180,191	77,046	13,425	26,917	

ADVANCE PREMIUM CO-OPERATIVES

	Direct Writings	Net Losses Inc.	Direct Writings	Net Losses Inc.	Fed. Inc. Tax
Canton Co-op.	343,888	126,964	13,103	24,107	2,135
Catskill	359,165	168,237	21,827	46,156	3,329
Dwelling Assoc.	101,405	82,356	5,859	27,063	1,120
Empire Co-op.	503,609	208,576	32,662	39,237	1,684
Fitchburg	92,395	20,478	4,094	3,520	5,743
Home Mutual	360,447	103,338	31,904	23,315	5,860
Livingston Co. M.	31,623	20,125	28	1,511	
N. Y. Central	611,585	194,771	48,261	32,172	8,151
Olive Co-op.	467,878	147,568	25,926	26,459	2,633
Oneida Co-op.	185,311	90,575	9,373	20,769	1,537
Osego Mutual	428,628	189,918	31,755	43,009	3,851
Pioneer Co-op.	612,155	297,630	41,361	103,288	7,000
Prof. Mut. N. Y.	846,549	383,529	65,845	156,520	12,350
Security Mut.	256,912	111,313	13,528	25,642	1,930
Sterling Fire	274,948	170,425	17,053	13,749	3,692
Tompkins Co-op.	461,306	134,252	25,316	27,890	2,642
Utica Fire	425,713	219,445	38,867	74,340	5,506
West Seneca	7,672	178			
Woodstock	178,668	100,503	9,811	24,124	253
Wyo. Valley	291,791	85,850	16,025	15,199	3,783

*Net Premiums and Net Losses Incurred. †Direct Losses Paid.

New Procedure on Filing of Deviations Adopted

Lester S. Harvey, president of New Hampshire Fire, was elected chairman of New England Fire Insurance Rating Assn. at the annual meeting at Boston. He succeeds Donald C. Bowersock of Boston. S. Dwight Parker of Springfield F. & M. is vice-chairman and the board of directors reelected were Mr. Harvey, Henry P. Latham of Aetna Fire; George B. Salter of Providence Washington; Harry W. Miller of Commercial Union and Edward J. Martin of Phoenix of Hartford.

It was decided to amend the by-laws to enable the association to make independent filings and deviations for individual member and subscriber companies. Mr. Bowersock said that the board last June voted to adopt a procedure for making filings or deviations on behalf of any member or subscriber and to adopt a procedure for making filings for individual companies under certain conditions. The previous policy has been to make no special filings or deviations on behalf of any individual company. The new provision, he said, provides for channeling of new filings and deviations made by individual companies through the association with the proviso that such action does not preclude the association opposing the filing of deviation.

Md. Fire Rates Cut

BALTIMORE—Rate reductions filed by Maryland Fire Underwriters Rating Bureau have been approved by Commissioner Hanley of Maryland and these are estimated to produce premium reductions of \$600,000 annually. The effective date is April 1. The territorial division that was applicable to minimum rates has been eliminated and hereafter all minimum rates will be at the level of what was the lowest territory which was known as series 1.

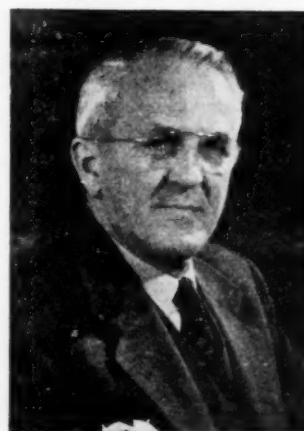
Reduction of about 5% from unprotected minimum rates is made for the

presence of rural fire protection by qualified volunteer departments for communities without recognized water supply from fire hydrants.

In-and-out rates for livestock are reduced 2% and farm machinery and equipment rates are reduced about 35%. Automobile filling and greasing station minimum rates are reduced from 23 to 35%.

Chairman Retires

G. Perry Crawford, chairman of Glens Falls, has retired. During his 45 years of service with the company, he rose from office boy to president. He joined the company in 1906 and was appointed special agent for New York



G. PERRY CRAWFORD

State in 1919. He was named assistant secretary in 1924, secretary in 1926, vice-president in 1929, executive vice-president in 1941, and president in 1943. He was elected chairman in 1949.

His retirement has been attributed to an extended illness. No action has been taken to fill the vacancy.

Prepare for N. Y. State Agents Convention May 7-8

Based on the theme "What's New," the convention of New York State Assn. of Insurance Agents will be held at the Hotel Syracuse, Syracuse, May 7-8.

There is to be a local board workshop the morning of May 7, featuring Philip Bliss of Middletown, president of Connecticut Assn. of Insurance Agents and chairman of the N.A.I.A. local board and membership committee. Then there will be a forum on local board activities.

There will be a question box. Members are invited to send in questions pertaining to the business or state association activities and answers will be given during the meeting.

More than 200 advance registrations have been received at state headquarters in Syracuse. This is the first time the advance registration system has been used.

Irving L. Shimberg, Syracuse, is general chairman of the local committee, aided by George W. Brennehan, Leonard F. Kotzbauer, Lewis F. Lighton, Jr., Thomas H. Munro, Jr., and Carl F. Young, all members of the Underwriters Exchange of Syracuse.

Merrimack Appoints Jones

Merrimack Mutual Fire has appointed Robert H. Jones, Jr., special agent for Mississippi, Alabama and Tennessee, with headquarters at Evergreen, Ala.

Mr. Jones received engineering training with Mutual Fire Inspection Bureau of New England, later serving in various departments of the Merrimack home office. He served in the last war.

A bill relating to the placing of insurance on property mortgaged to savings and loan associations was recommended killed by the Wisconsin legislature's insurance and banking committee. Introducer of the bill had charged that such associations frequently insist on placing the insurance with "favorite" companies and that mutuals often were discriminated against.

Proposed Revision

MADISON—causing confusion in Sen. G. T. is expected by the management.

Its sponsor purpose fire companies from which drastic revision imposed a The bill and marine panies from on gross p

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Ohio M Get Set

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Propose Major Premium Tax Revision in Wisconsin

MADISON—A bill which is already causing considerable comment has been thrown into the legislative hopper by Sen. G. T. Flynn, Racine attorney. It is expected to be given an early hearing by the senate committee on labor and management.

Its sponsor explained that the main purpose is to require domestic mutual fire companies to pay state license fees, from which they are now exempt, but drastic revisions in the license fees now imposed also are involved.

The bill changes the tax rates on fire and marine premiums of foreign companies from the present 2.38% to 1.25% on gross premiums, the same as domestic companies, including domestic mutual fire company premiums, but excluding town mutuals.

Stock casualty premiums now take a 2% tax, both domestic and foreign, but the new bill reduces the rate to 1.5%.

The bill also proposes to eliminate the present 2% premium tax on all foreign life companies, and repeals the tax formula now used on Wisconsin life companies of 3.5% of investment income, after deducting interest required to maintain reserves. Fraternal societies maintaining lodges and insuring their own members are excepted, as at present. The proposed new 1.25% fee on life premiums, less dividends, would apply alike to both domestic and foreign companies.

The measure also repeals the reciprocal and the retaliatory laws, by which out-of-state companies are not charged higher license rates than those imposed on Wisconsin concerns in other states.

Present indications are that the repeal of the reciprocal and retaliatory clause will encounter stiff opposition, especially on the part of the insurance department.

Commissioner Lange stated that the bill had been introduced without his prior approval and that while some of its features would be acceptable, other portions, especially the repeal of the reciprocal and retaliatory sections of the present law, would probably be opposed. In other respects he maintained a neutral attitude.

If the reciprocity clause is retained, the effect of changing the tax rates on foreign companies would be largely theoretical.

If the bill should pass, which seems doubtful in its present form, it could not take effect until March of 1952, since current premiums receipts have already been reported.

Ohio Mutual Agents Get Set for Big Parley

Most of the program features have been arranged for the convention of Ohio Assn. of Mutual Insurance Agents at the Neil House, Columbus, April 19-20. There will be a welcoming talk by Mayor James A. Rhodes of Columbus. Ted Wilcox of State Auto of Ohio will speak on "Legislative Developments" and James C. O'Connor, executive editor of F.C.&S. Bulletins will speak on "What's Ahead?" James I. Eberly of the legal department of Lumbermen's Mutual of Mansfield will talk on "Fire Legal Liability" and Dr. James H. Davis of Ohio State University school of commerce, will speak on "Relations Between Use of Time and Sales Results."

A. Lynn Minzey, agency superintendent of Auto Owners will speak on "Successful Selling—You Know the Rules." Thomas O. Nuckles, state agent for Hanover Fire will give a dramatic demonstration of business interruption insurance. R. E. Hill of Chattanooga, president of the National association, and Phillip L. Baldwin, national secretary, will attend. R. H. Swisher, Springfield, is chairman of the convention committee.

Ponder W.C. Changes in Cal.

Commissioner Maloney of California has scheduled hearings at Los Angeles March 29 and at San Francisco April 2

on important workmen's compensation rules and regulations. Especial interest is taken in the commissioner's own proposal to repeal the rules for group workmen's compensation insurance insofar as they relate to non-agricultural risks.

The rest of the proposals that will be considered are those that were advanced by California Inspection Rating Bureau. The proposed effective date for the changes is July 1.

One proposal of the bureau is to introduce a new prospective experience rating plan to be known as the California experience rating plan—1951.

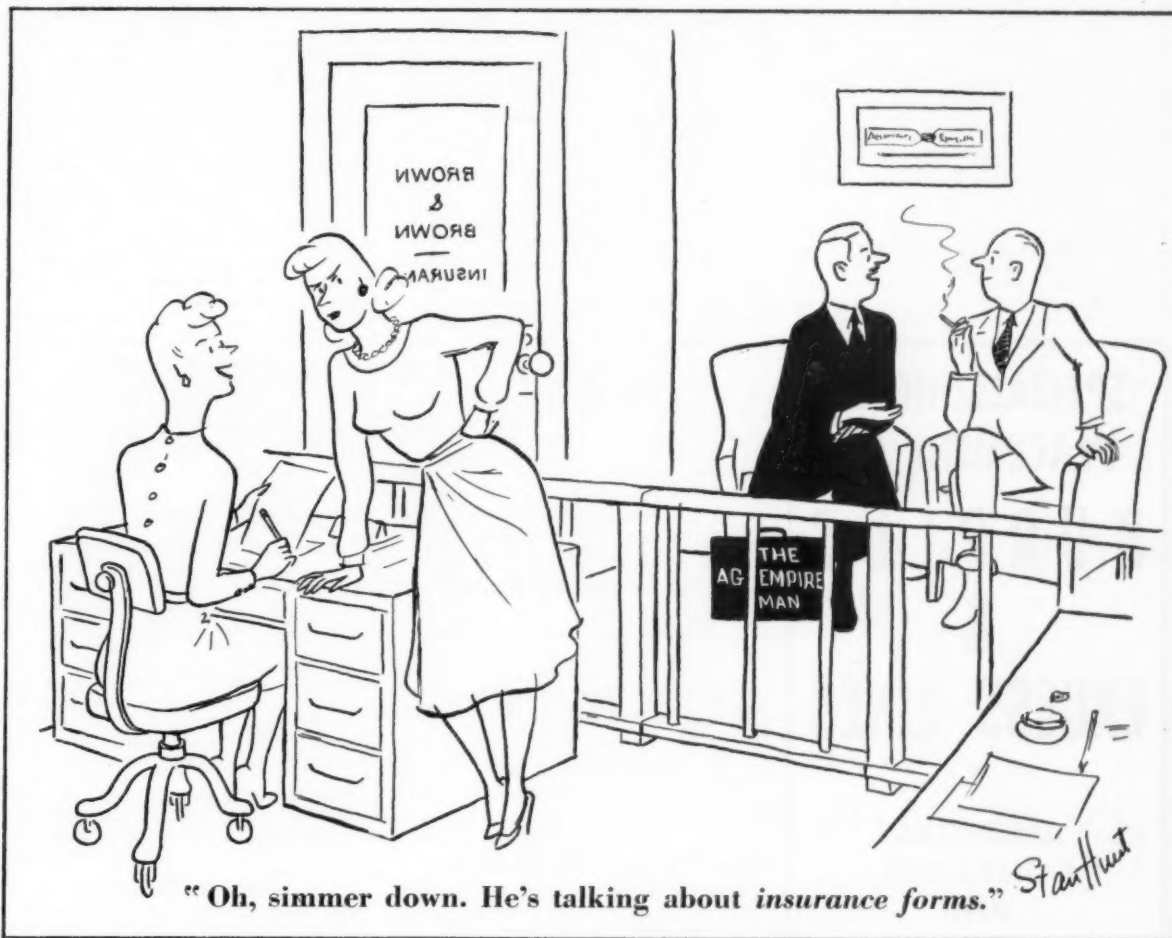
Millers National Records Good Gains in 1950

Millers National's premium writings were \$5,448,817 for 1950, an increase of \$198,639 from the previous year. Premium reserve was \$5,444,522, an increase of \$110,543. Assets were \$10,280,902, an increase of \$877,498, and policyholders surplus \$3,302,747, an increase of \$351,479.

Invested assets were \$8,194,465, of which U. S. government and other bonds were \$6,635,248. The investment in Illinois Fire stock was carried at \$1,243,107 and other stocks at \$314,670. Cash was \$1,367,243.

Illinois Fire, wholly owned subsidiary, reported premiums of \$1,575,623, an increase of \$67,169. Premium reserve was \$1,626,286, increase \$292,791. Assets were \$3,266,312, increase \$371,638, and policyholders surplus was \$1,245,910, a decrease of \$7,719. Invested assets totalled \$2,564,401 in U. S. government bonds. Cash was \$402,052.

William L. Helzhausen, president of St. Louis board of police commissioners, will speak at a luncheon meeting of St. Louis Cats Meow, March 19.



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Fireman's Fund Group Premiums at Record High

Fireman's Fund and its subsidiaries reported for 1950 the highest net premium writings in history, \$119,936,000 as compared with \$117,232,000 for 1949. While net investment income for 1950 was up, underwriting income was down as a result of increased loss ratios. Consolidated net earnings after federal income taxes were \$7,224,510 in 1950, as compared with \$8,985,835 for 1949. After excluding minority shareholders' interest and giving effect to the 100% stock dividend of last December, such consolidated net earnings were \$3.26 per share as compared with \$4.24 in 1949; after adding shareholders' equity in the increase in the unearned premium reserve at 35%, net earnings were equivalent to \$4.60 a share in 1950 as against \$6.03 in 1949.

A consolidated underwriting profit of \$5,587,000 and a net investment income of \$5,970,000 were reported for 1950, as compared with an underwriting profit of \$9,002,000 and a net investment income of \$4,797,000 in 1949. "Most of the drop

in underwriting profit in 1950 is traceable to losses in fire and allied lines," said James F. Crafts, president.

While the two windstorm catastrophes worked adverse effects upon the underwriting results for the year, Mr. Crafts commented, they nevertheless presented the welcomed opportunity to prove the tangible value of insurance by providing prompt financial relief to the large number of assureds who sustained losses. "Underwriting profit in fire and allied lines in 1950 amounted to only \$959,000 as compared with \$3,64,000 the previous year," Mr. Crafts pointed out.

Assets Now \$251,890,000

At the end of 1950, consolidated assets totalled \$251,980,000, an increase of approximately \$18,000,000. Based on the present capitalization, shareholders' equity on Dec. 31, including 35% of the unearned premium reserve, amounted to \$55.28 per share as compared with \$50.84 at the close of 1949.

Consolidated unearned premium reserve in 1950 increased by \$7,692,000 to a total of \$91,631,000; loss and expense reserves increased by \$3,680,000 to \$61,545,075. Cash and U. S. government bonds totalled \$162,738,000.

The 1950 consolidated net premium writings were made up of: Fire and allied lines, \$44,201,000; automobile, \$14,389,000; ocean and inland marine, \$23,403,000; casualty and surety, \$31,573,000; and reinsurance, \$6,370,000. Of these premiums, \$39,775,000 were written by the Pacific, Southern California and Pacific Northwest departments; \$24,693,000 by the western department; \$35,342,000 by the eastern department; \$8,444,000 by the southern department, and \$11,682,000 of national business was reported by the head office in San Francisco.

Plan for Women's Rally

Insurance Women of Houston have started to set up plans for the convention at the Shamrock hotel in their city June 20-21 of National Assn. of Insurance Women. Mrs. Gertrude Cobb is general convention chairman and Suzanne Hero is co-chairman.

Region 6 of N.A.I.W. is meeting at the St. Charles hotel at New Orleans, April 6-8 and Mrs. Nettie Lee Owens will be in charge.

New Form in More States

The comprehensive extended coverage form for single family owner-occupied dwellings which is featured by American Automobile Fire, has recently been approved in New York, Rhode Island, Maryland and District of Columbia and may now be used in 15 states.

Paul Turner, field sales manager of Employers Mutual Liability at Springfield, Ill., spoke at the annual meeting there of Illinois Future Business Leaders.



Kansas department delegation at Denver meeting of insurance commissioners as pictured by Harry H. Fuller of Chicago, special representative of National Bureau of Casualty Underwriters:

Russell Brown, fire actuary; Frank Sullivan, the commissioner who is vice-president of N.A.I.C., and R. L. Jewell, casualty actuary.

Water Hammer Is Excluded From Explosion Cover

The change in the explosion section of the extended coverage endorsement in Arkansas, announced last week, was prompted by the 1949 decision of the U. S. court of appeals, 7th circuit, in *L. L. Olds Seed Co. vs. Commercial Union*, 179 Fed. (2nd) 472. This case held a violent water hammer, which burst a pipe in the insured's store, to be an "explosion" within the meaning of the endorsement and consequently that water damage to the stock of seeds was covered.

The court in the *Olds Seed Co.* case cited older cases holding that an explosion must involve a sudden, violent bursting, breaking or expansion caused by an internal force of pressure, with material going away from the center of the occurrence and usually accompanied by noise. It pointed out that there was nothing in the extended coverage endorsement which restricted the term to explosion of combustibles and rejected the argument of the insurer that cold water cannot explode.

The new endorsement in Arkansas adds the expression: "Electric arcing, water hammer and the bursting of water pipes are not explosions within the intent of the provisions" and undoubtedly will exclude future losses such as in the *Olds Seed Co.* case. It is assumed that this change will eventually spread to all or most states.

Warning Is Given on N.A.I.C. Accommodations

To insure adequate accommodations for the annual meeting of N.A.I.C. at Swampscott, Mass., the convention committee urges those planning to attend to make their reservations at once.

Because other organizations have scheduled meetings in the Boston area at the time of this convention, June 3-6, the N.A.I.C. convention committee will be unable to assure adequate accommodations to persons registering after April 1.

The registration fee of \$15 for men and \$7.50 for women and children should be sent immediately to the convention committee, Back Bay Post Office Box 111, Boston 17.

The convention will be held at the New Ocean House, Swampscott. Reservations are being taken for that hotel also for a second ocean-front hotel in Swampscott, and for the Statler, Copley Plaza and Kenmore at Boston.

Reinsurance Corp. Reports

The 1950 statement of Reinsurance Corp. shows assets of \$17,481,718, and a gain of more than \$1½ million in surplus to a total of \$9,447,013.

Robert G. Clarke, president, in his letter to stockholders pointed out that the year was one of many catastrophe losses, and Reinsurance Corp. has a substantial catastrophe exposure through its writings of excess of loss business. However, the company had only a relatively small underwriting loss.

Decker Toledo President

Toledo (O.) Assn. of Insurance Agents has elected Bert Decker, Jr., as president, with William N. Robbins and William A. Johnson, as vice-presidents. Norman W. Reed is retiring as secretary after 22 years of service, due to pressure of other business.

Return Commissions Due

LOS ANGELES—Commissioner Maloney, as conservator of Rhode Island Ins. Co., has sent a 30-day demand letter to agents and brokers who placed business with the company for payment of return commissions on policies canceled subsequent to May 17, 1949, and which have not been paid. Unless payment is made, he threatens to institute action in San Francisco court that has jurisdic-

tion over the conservatorship proceedings.

Policies canceled subsequent to Sept. 18, 1950, by the conservator under court authority are not included in the statement of amounts owing by the agents and brokers.

Lovejoy to Be I.A.C. Speaker

Frank W. Lovejoy, sales and marketing executive of Socony-Vacuum Oil Co., will be the luncheon speaker at the spring meeting of Insurance Advertising Conference at New York City April 2. He has been associated with Socony-Vacuum 25 years. At one time he was with Curtis Publishing Co.

Fireman's Fund has presented certificates of appreciation recognizing 25 years' service to W. H. Tyler and John Tyler of the Tyler agency at El Centro, Cal., and Miss L. E. Bridenstine and Mrs. Dale G. Cooper of the Dale G. Cooper agency at Holtville, Cal.

Don Forsythe of the Forsythe, Cain agency at Springfield, Ill., will discuss "Opportunities in Selling" at a career clinic on business to be conducted there March 13 by Cathedral boys' high school.

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The Pioneer Organization

Zone Draw

About 30 missionaries' entertainments. The banquet was given by Baldwin, Accident, Thornton speaker. 1 untoward course of from the governor. However, a short party. At one a discussion be a single bile insured Colorado d and Paul l western of Casualty U fire and ca ever close rates.

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Zone 5 Rally Draws 300

About 300 attended the zone 5 commissioners' meeting at Denver. The entertainment was of the highest order. The banquet was a brilliant affair. W. L. Baldwin, president of Security Life & Accident, was toastmaster and Gov. Thornton of Colorado was the principal speaker. There was something of an untoward incident because during the course of the governor's talk someone from the audience shouted, "Is the governor making a political speech?" However, the governor kept going after a short pause.

At one of the meetings there was a discussion of whether there should be a single rating bureau for automobile insurance. Melvin Snyder of the Colorado department gave a talk on this and Paul Benbrook, head of the southwestern office of National Bureau of Casualty Underwriters, opined that the fire and casualty companies are getting ever closer together on automobile rates.

Harold Wayne, manager of Inland Marine Underwriters Assn., gave a well-received talk on the nation-wide definition of marine, fire and casualty insurance.

D. W. Wooley of the Federal Reserve Bank of Kansas City spoke on regulation X.

Melvin Snyder also gave a talk on the uniform deposit law idea. There was considerable discussion of the idea of permitting casualty companies to write group life insurance. Insurance Director Stone of Nebraska ventured the opinion that such a development may be on its way.

There were no representatives present from the Texas department, the rumor being that a curb has been placed on out-of-state traveling. Commissioner Donald Dickey of Oklahoma was absent, due to the arrival at his home of a new son. The new Wyoming commissioner, Ford S. Taft, was on hand.

Oklahoma City was selected for the next meeting Oct. 18-19, 1951.

Personnel Problems Plague

Personnel problems, especially those in connection with female help, are taking more and more of the time and attention of insurance management. In Chicago, where wages for women are among the highest in the country, a variety of expedients are being tried.

Hartford Accident has opened a policy writing office at Aurora and another at Oak Park in the suburbs, mainly so that there would be an opportunity to draw on neighborhood married women who do not like to come downtown to work.

Another company is having married women write policies at home, paying a flat rate per policy.

A novel twist has been introduced by another company which pays its employees a \$10 bonus for every new employee they bring in who stays for 30 days, plus another \$15 if the new person stays for 90 days.

An example of the delicacy of the problem is furnished by Millers National, which a while back had made public its tentative plans to build a new home office on the property of the Saddle & Cycle Club north of the downtown section. When the announcement was made, 17 female employees quit, even though the plans were tentative and it was obvious that no change could be made for a long time.

Arrest Defrauder at Seattle

Claims investigators of Assn. of Casualty & Surety Companies recently brought about at Seattle the arrest of Journal Palmer, alias J. E. Peck, after he had attempted to press a personal injury claim of \$1,500 against Travelers Indemnity. Charges against Palmer were that he was making a living by

going around the country defrauding companies by attempting to file personal injury claims as a result of an old injury.

Identity Distinguished

There has been some confusion in the minds of agents regarding the identity of two Swiss companies that have similar names but that are entirely separate institutions. One is Baloise Marine of Basle, Switzerland, which operates in this country on a direct basis under William M. Houston as U. S. manager with headquarters at San Francisco. The other is Baloise Fire also of Basle, Switzerland. This company does not operate on a direct basis in the U. S., but it is under the wing of F. Wylly Clark, who is in the reinsurance business. Baloise Fire has an interest in Guaranty F. & M. of South Carolina which is operating as a surplus line insurer in a number of states and also has a half interest in Equity General of Miami, which is operated in conjunction with American Title & Insurance Co. of that place.

Baloise Marine owns Baloise Reinsurance, but that company is not engaged in business in the U. S.

Baloise means that these companies are of Basle.

Glens Falls Assets Exceed \$100 Million

Assets of the Glens Falls group reached a record high of over \$100 million, according to the report made by President G. D. Mead.

The exact figure was \$102,012,031, which compares to \$93,769,339 for the year 1949. Written premiums increased to \$53,423,416, as compared to \$48,730,320 for the preceding year, a gain of 9.63%. Income from underwriting amounted to \$3,157,100, an increase of 1.61% over the \$3,106,829 produced in 1949. Income from investments totaled \$2,490,777, as compared to \$1,930,957 for 1949, a gain of 28.99%. Net income after taxes increased 11.17%, reaching the amount of \$3,972,639 in 1950, as against \$3,573,371 for the preceding year.

The consolidated capital, surplus and voluntary reserve, including Glens Falls Corp., amounted to \$31,357,640, compared with \$26,828,509 on Dec. 31, 1949.

The 1950 net earnings on the capital stock of Glens Falls, after providing for federal income taxes, amounted to \$6.11 per share, as against \$5.50 per share in the preceding year.

The assets of Glens Falls Ins. Co. were \$64,409,652; written premiums

\$27,569,013; and surplus to policyholders \$26,703,207. These figures show gains of 11.17%, 4.73%, and 17.74%, respectively.

Glens Falls Indemnity ended the year with assets of \$36,736,366; written premiums of \$20,989,283; and surplus to policyholders of \$10,432,928. These are gains over 1949 of 6.31%, 18.18%, and 14.44%.

Laughlin Gets Defense Post

Kyle P. Laughlin of Washington, D. C., has been named director of the fire service division, civil defense administration.

He has had experience as fire protection engineer for insurance companies and as inspector for New Jersey and New York fire insurance rating offices. He has also served as consultant to the Secretary of Defense on fire from bombing attacks, as chairman of a group studying incendiary bomb damage in the last war and as air force inspector during the war, with responsibility for protecting plants against fire, accident, espionage and sabotage hazards.

Mrs. Clifford Fabianke, secretary of Insurance Agents Assn. of Minneapolis, has resigned as a member of the Minneapolis board of education because she plans to move outside the city.



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COMPANIES

Lange Elected Secretary of Hartford Fire

Roland H. Lange has been elected secretary of Hartford Fire.

Mr. Lange graduated from Northwestern University and began with Hartford in 1930 in the western department. In 1936 he was appointed engineer in Indiana and thereafter was special agent in Kansas, Illinois and Michigan, successively. He was appointed to the home office staff last year.

Mr. Lange was in much demand as a speaker and instructor while he was in the Michigan field. At one time he and Richard Farrer, who is now secretary of National Fire, were chairmen of the speakers' bureau of Michigan Fire Prevention Assn. He was Michigan director of public relations for the stock fire companies and had much to do with developing the well organized program in Michigan.

Shows Good 1950 Results

Net premiums written by Northeastern last year rose to \$6,877,872, up about 20% from \$5,717,734 in 1949. Assets at the year end were \$11,673,026, up from \$10,770,197. Surplus reached \$1,548,718, up \$32,297.

Underwriting gain was \$13,675. But due to Connecticut department requirement that loss reserves on bodily injury be increased to 60%, \$41,010 was deducted from this gain, leaving a net loss from operations of \$27,334.

Investment gain was \$245,768 against \$200,417 in 1949. That made total gain before income taxes \$218,433, compared to \$346,140 in 1949.

W. J. Langler, president, described operations as successful, despite 1950's series of disasters.

MOTOR

Auto Changes Made on Pacific Coast

Several rate and rules changes have been announced by National Automobile Underwriters Assn. for the Pacific Coast territory, which includes California, Alaska, Arizona, Idaho, Montana, Nevada, Oregon, Utah and Washington.

Comprehensive commercial coverage now can be issued on an actual value basis. Formerly it could only be written on stated amount. This change was inaugurated in California last March, but is now extended to the rest of the territory.

The association has revived the rule that was in effect during the last war, permitting cancellation of policies pro rata instead of short rate to those entering service.

The rate reduction announced last March in California on auto homes has now been made effective in the remaining Pacific Coast field, together with the reduction on fire department cars.

Tenn. Has Auto Title Law

NASHVILLE—A measure requiring registration of automobile titles and that an auto owner have with him at all times a certificate of ownership has been passed by the legislature and signed by Gov. Browning. It is expected to be a means of stopping the sale of stolen autos from other states in Tennessee. An amendment to make the act apply to farm tractors and other equipment was defeated.

Another measure made law raises the cost of driver's license from \$1 to \$2 for a two-year period. The additional revenue will go to the state safety department.

NEW COMPANY AT HAMILTON, OHIO, IS LAUNCHED

Formal issuance of the first policy of Ohio Security Ins. Co. of Hamilton took place in the offices of the E. J. Schmidt local agency of Hamilton and in the picture are shown, from left, John B. Connaughton, president; Mr. Schmidt; Greg Holbrook, secretary and the first policyholder, and Frank J. Janco, assistant secretary.



The company was formed by a group of prominent business men of Hamilton and it has now been launched in the fire insurance business. The plan is to engage in multiple line underwriting if the Ohio law is amended to permit such a development. The stock was subscribed by 26 persons and the company starts with \$100,000 capital and \$50,000 net surplus.

In addition to the officers shown in the picture there is George C. Hicks who is vice-president; Herbert J. Miller, treasurer and Harry Dingledein, assistant treasurer. The directors are Mr. Connaughton and Mr. Holbrook, who are attorneys; Clinton L. Gebhart, chairman of Second National Bank of Hamilton; George C. Hicks, a builder, Mr. Schmidt, and Edward D. Willer.

Ocean Marine Course Is Entered in N.A.I.A. Program

A new ocean marine insurance unit has been added to the training program of the standard course of National Assn. of Insurance Agents. There are now 14 units in the advanced technical training program.

The ocean marine booklet deals with the subject in a technical way. The course is scheduled to last for 10 hours including an hour for review and one hour for examination.

The unit deals with development and principles, open cargo policy, war risk and special policies, hulls, protection and indemnity and freight, underwriting factors and loss settlement techniques. The regular tuition fee of 25c per hour per student applies.

The ocean marine unit has been designed as an optional course along with aviation, A. & H. and boiler and machinery.

In order to qualify for a certificate of merit a student must complete the 10 required courses totalling 96 hours, plus any two of the four optional courses, producing a minimum of 110 discussion group hours.

Detroit Mariners Group

Don A. Yocum of Planet has been elected skipper of the newly organized Mariners of Detroit, a group of marine insurance men. First mate is W. L. Nicholson of Home; purser W. V. N. Robinson, North America, and yeoman is W. H. Erickson of National Surety Marine.

Ky. Field Groups Set Dates

Kentucky Fire Underwriters Assn., Kentucky Fire Prevention Assn., and Kentucky Blue Goose will hold their annual meetings at Gilbertsville, Ky., June 19-21.

Boston Company Is Publisher

An item in the Feb. 15 issue, telling about a book published by Boston Manufacturers Mutual Fire, which reviews the progress of fire insurance and New England business over that company's 100 years of existence, was not sufficiently clear in indicating that the book was published by the Boston company.

Insurance Director Day of Illinois has presented to A. W. Ormiston, president of Insurance Brokers Assn. of Illinois, the No. 1 Illinois broker's license for 1951. The insurance department intends to continue the precedent with succeeding presidents of the brokers' group.

Delay Dearborn National Case; Plan Reorganization

Commissioner Forbes of Michigan has given Dearborn National group an additional 30-days to perfect a reorganization plan.

Mr. Forbes gave verbal assurance to John Higgins, vice president and general counsel of the companies, both of which are headed by David Broderick, that the extension would be allowed in view of the indications that some progress has been made toward perfecting a reorganization proposal.

Maurice Moule, assistant attorney general representing the department, said for the department to determine whether the reorganization efforts are not considered feasible, a hearing will be asked in circuit court at which the department will press its already pending petitions for receivership.

The companies have been accused by the department of pyramiding their assets and illegally holding securities of a number of allied corporations all of which are claimed to be dominated by Broderick interests. The reorganization proposal calls for provision of more than \$1,000,000 in new capital and merger of the two companies into a single multiple-line company.

Norris Joins Fla. Agency

Julian D. Norris, who for the past seven years has managed the Florida marine department of Home, has joined the Kenyon Parsons & Co. agency of Jacksonville as vice-president. Mr. Norris was with a Jacksonville local agency before joining Home.

Denver Claim Council Elects

Denver Claim Council has elected W. M. Langdon, Hartford Accident, president; Oscar Swanson, Liberty Mutual, vice-president, and E. E. Nikkel, Employers Liability, secretary.

Brown Philadelphia Speaker

F. Stuart Brown, systems analyst of American group, was the speaker at the February meeting of Insurance Accountants Assn. of Philadelphia.

Newman L. Ackerman has moved his office from the Seybold building at Miami to larger quarters at 2984 Coral Way, where he will have 50 feet of parking space. He will teach a terminal course in insurance in the evening division of University of Miami this spring.

Insurance Women of Miami sponsored a book review as one of a series of benefits to purchase a suction machine for the treatment of polio at Variety Children's Hospital.

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Preston
Howard
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NEWS OF FIELD MEN

Preston and Durban Are Named by Fireman's Fund

Fireman's Fund has named Ray C. Preston as special agent in Illinois and Howard P. Durban as special agent-engineer in eastern Missouri.

Mr. Preston has been in the Illinois field for many years with Aetna Fire. His headquarters will be at Chicago.

Mr. Durban will operate out of St. Louis. He was formerly with Missouri Inspection Bureau.

Johnson Succeeds Forster in Wis. Field for Sun

Sun has appointed Jesse J. Johnson as state agent for Wisconsin and northern Michigan succeeding A. K. Forster, who has resigned and has been named special agent for the Fish & Schulkamp general agency of Milwaukee.

Mr. Johnson, who will have headquarters at Milwaukee, was a marine in the last war. He supervised the western loss department for Sun and later was appointed special agent in Ohio.

Mr. Forster was with American Appraisal in the field for several years before joining Sun in 1945. He will handle the Milwaukee territory for Fish & Schulkamp.

Ragel to Fire Association

Fire Association has appointed A. Keith Ragel as marine special agent for Michigan, with headquarters at Detroit. He started his insurance career at Chicago and has traveled as a special agent in Michigan for Security of New Haven. He is a veteran of the last war.

Lowrance Promoted in N. C.

Edgar J. Lowrance has been made state agent for Home at Charlotte, N. C. Mr. Lowrance joined Home in 1941 as an adjuster, and in 1948 was promoted to special agent.

Levinson Makes Change

Fire Association has appointed Charles F. Levinson as state agent in northern Indiana with headquarters at Indianapolis. Mr. Levinson started in the insurance business at New York prior to the war, and has served with Century in Ohio and with National Surety Marine in Indiana. He is a war veteran.

Forrest Dukes, state agent, will relinquish jurisdiction in the northern half of Indiana, and take supervision of a newly created field in the southern half of Michigan.

To Inspect Berlin, Wis.

Wisconsin Fire Prevention Assn. in cooperation with Berlin Chamber of Commerce and fire department, will conduct a town inspection April 17. A report on the findings will be made at a dinner that evening.

Mo.-Ark. Flight April 19

The Missouri-Arkansas flight of the Blue Goose will be held at Joplin, Mo., April 19. Besides initiation, there will be golf and other entertainment. N. K. Nelson, Great American, is in charge of registration; Byron Ward, Glens Falls, golf; and Harold Holtz, Millers National, and Charles Crow, Underwriters Adjusting, prizes.

J. P. Cahill to Northern of N.Y.

James P. Cahill, who has been inland marine superintendent of agencies of the Loyalty group, has gone with Northern of New York and Assurance of America as inland marine special agent in New Jersey. He has been with the Loyalty group 22 years.

Oklahoma Blue Goose will hold an initiation at Tulsa March 15. The Tulsa puddle will be host.

K. R. Smith Named N. C. State Agent for Hanover

Kenneth R. Smith has been appointed state agent in North Carolina for Hanover Fire. Mr. Smith entered the business in 1923 with North Carolina Inspection & Rating Bureau, serving as rate clerk and special agent. Two years later he went with Great American as special agent, becoming executive special agent in 1947.

Extremely active in insurance affairs, Mr. Smith has served on the executive committee of North Carolina Fire Insurance Rating Bureau and is a former most loyal gander of Carolinas Blue Goose and deputy most loyal grand gander for the southern states.

Honor Elder at 45 Year Mark with America Fore

Roy P. Elder, Indiana state agent of Fidelity-Phenix, was honored at a luncheon at Chicago at which E. A. Henne, vice-president was host. The occasion was Mr. Elder's 45th year with the company, both in agency work at Lawrenceburg and as Indiana field man. Officers, department heads and the Indiana field men attended.

Poteau, Okla., Inspected

In the inspection of Poteau by Oklahoma Fire Prevention Assn., due to a blizzard, business buildings were not inspected but churches and schools were found in good condition.

The field men were guests of the Lions Club for noon luncheon. Speakers were Noble Birmingham, London Assurance, association president, and D. E. Parry, Boston.

Marvin Elkins, Northern Assurance, addressed school children on importance of fire prevention.

Conclude Phoenix Rallies

Phoenix of Hartford concluded its series of three regional field roundups last week at Chicago with a meeting at which about 90 field men gathered at the Edgewater Beach hotel. Previous field rallies had been conducted at Rye, N. Y., for the eastern and southern territories, and at San Francisco for the Pacific Coast states.

There were 18 states represented at Chicago and two field men attended from Canada. The home office group was led by President John A. North and included Vice-presidents P. C. Cothran, R. E. Eblen, C. A. Snow, Edward B. Stout, Jr., casualty and T. W. Scheide, inland marine.

The arrangements were made by Urban Lelli, secretary at Chicago.

Murphy in Ohio Field

Globe & Rutgers Fire has appointed William J. Murphy special agent in Ohio to assist State Agent D. Clark Morgan. Mr. Murphy, an army veteran, for five years has been an underwriter at the home office.

Name Christie in Indiana

Bruce W. Christie has been named special agent in Indiana for American Eagle and Continental of America Fore group. His headquarters will be at Indianapolis.

Liaison Unit in Maryland

A committee of company field men has been organized to confer with Maryland Fire Underwriters Rating Bureau on matters of interest to the industry. Harry M. Gibbs, Commercial Union, is chairman. His group will relay agents' problems to the bureau.

Missouri Fire Prevention Assn. will inspect Cape Girardeau, Mo., March 28-29.

RULE OF THUMB

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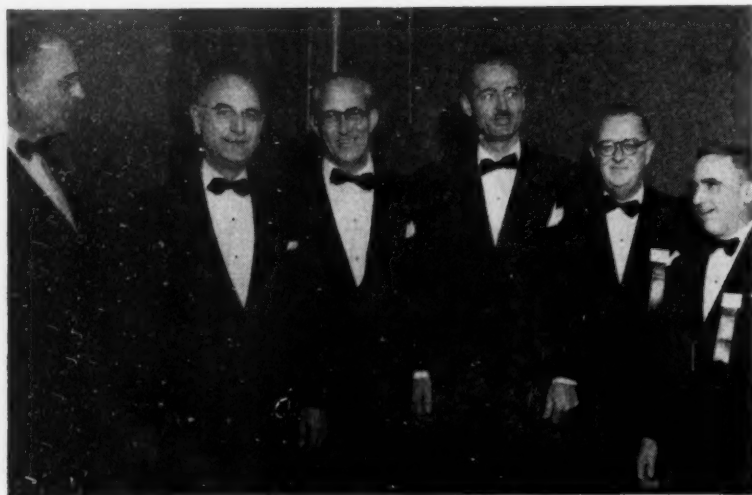
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Leaders in Pittsburgh Insurance Day activities:

Charles H. Bokman, resident vice-president of New Amsterdam Casualty, who presided at the banquet; Jet Parker, American Automobile, chairman of Insurance Day; Commissioner Leslie of Pennsylvania; Charles H. Kahrs, London Assurance, president of Pittsburgh Insurance Club; Edward A. Logue, State of Pa., chairman of entertainment committee, and John J. O'Donnell of Lon C. Jeffrey Company, chairman of hotel committee.

Bunce to Fireman's Fund

Homer A. Bunce has joined Fireman's Fund Indemnity to handle the Kansas and western Missouri field with headquarters at Kansas City. Mr. Bunce has been in the casualty business since 1930, most recently in the Oklahoma territory.

Guy Ferguson Slated

Chicago Insurance Accountants Assn. is holding a dinner on March 22 at which the speaker will be Guy Ferguson of Ferguson Personnel. He will discuss the latest manpower rules and the solution of policy writing and personnel problems.

Frank J. Kouba, engineer of Hartford Accident out of Toledo, will commence engineering duties for the army March 12, reporting to Fort Belvoir, Va.

"Pattern For Survival," a civilian defense motion picture, was shown at a luncheon meeting of Casualty & Surety Club of Syracuse, N. Y.

A. G. Skinner of the London Lloyds firm of Hogg, Robinson & Capel-Cure is returning to London by air Sunday evening. He has been at Chicago for the past three weeks.

Engle Star has been licensed to write automobile insurance in Canada.

Garage Plan Explained

George F. Wright, field director of the Available Garage Plan of Los Angeles, addressed a dinner meeting of San Bernardino-Riverside Adjusters Assn., which was organized a year ago by Elmer L. Barr, manager of the Barr Adjustment Co. of San Bernardino and Riverside counties. A 12-week school is being held at San Bernardino under the direction of Mr. Wright and it is being well attended by independent and company adjusters. It is conducted at a garage.

Honors 25-Year Agents

Clarence N. Peck, president, and Claire Benson, vice-president, of the Whitewater (Wis.) Insurance Agency, were presented a plaque at a dinner in their honor, marking their 25th anniversary as agents of National Fire. The presentation was made by T. L. Mulcahy, state agent, and Carl Schaefer, special agent.

J. Victor Herd is chairman of the Red Cross general insurance division at New York. He is executive vice-president of America Fore.

S. G. Amerman, vice-president of the three companies of the Meserole group, has been elected a director of Pacific Fire and Bankers & Shippers.

Field Men Told How They Can Help Local Agent

LOS ANGELES—James Lindsey of the local agency of Neil-Akers & Co., speaking at the meeting of Southern California Fire Underwriters Assn. on "Agency-Company Relations," told the special agents what the local agents desire from the company representatives.

He said the special agent can assist the agent in his work of earning a living. He can show the agent how to help give the public more protection for its dollars and can assist the agent in his efforts to keep office expenditures down.

He advocated that the field man bring to the agent, ideas that have helped the agent's competitors. He said the agents want better qualified competitors and urged greater support for the American agency system.

It was announced that the Brokers Assn. will hold a session March 26, at which a representative of Standard Forms Bureau would be present to explain the new forms now being issued.

It also was announced that May 24 has been fixed as Los Angeles Insurance Day.

Daniel Wichita Speaker

Walter F. Daniel, Norwich Union state agent, Oklahoma City, gave a patriotic address at the Feb. 22 meeting of Wichita Assn. of Insurance Agents. President Joe Moddrell announced that the Wichita Board was sponsoring George Gow, news commentator of radio station KANS, for the National Board gold medal award which he won for that station last year.

Berneda Crum, Dulaney, Johnston & Priest, general chairman for zone 7 Regional meeting of National Assn. of Insurance Women at Wichita, March 16-18, and Miss Emily Casford, Wheeler, Kelly, Hagny, regional director, told of the women's organization and its work.

A bill backed by the department has been introduced in the North Carolina legislature which would allow rural residents to vote a special tax to support fire protection programs. The tax would not exceed 10 cents on a \$100 valuation. Present rural fire protection is said to be inadequate.

W. Paul Walker, superintendent of the underwriting department of Aetna Casualty at Portland, Ore., spoke on "Storekeeper's Liability" at a luncheon meeting of Portland Assn. of Insurance Agents.

Martin Featured Speaker at Louisiana Regionals

The last of seven regional meetings of Louisiana Assn. of Insurance Agents will be held March 13 at New Orleans. Three others were scheduled for this week and the others were held in late February.

Featured speakers at the meetings have been Commissioner Wade O. Martin, Jr.; A. P. White, chairman of the casualty division; William Kirchen, chairman of the fire division; Ben Franklin, manager of the inland marine division; W. F. Bizzell, manager of Louisiana Rating & Fire Prevention Bureau, and Dudley Guglielmo, deputy commissioner.

Mr. Martin, in his talks, has discussed the present state code, with emphasis on weaknesses in the agency licensing law. He has promised cooperation with the agents in getting needed legislation passed at the next session to strengthen the law.

The first three meetings, held in Covington, Monroe and Shreveport, were well attended, with Cecil Middleton of DeRidder, president, in general charge. The meetings scheduled for this week were: New Iberia, March 6; Lake Charles, March 7, and Lafayette, March 8.

To Increase County Cover

ST. PAUL—Acting on advice of insurance men, the county board of Ramsey county has taken steps to increase insurance on county-owned property. Preliminary valuations have been set on all buildings on the basis of replacement costs, less depreciation. Local contractors told the county board that construction costs are just double what they were in 1940. The city hall and court house is valued at \$4,045,700. Other properties add about \$1 million to the total.

Brundeck & Bowles, managing general agents at Jacksonville, Fla., have moved to new quarters at 110 Riverside avenue.

O. D. Loudon, Home, Calgary, has been elected chairman of Canadian Hail Assn. G. A. Ewart, Rain & Hail Bureau, Regina, is vice-chairman.

James F. McComb of the L. W. Crow agency will teach a course on insurance at Peninsula Institute of Miami beginning March 19. Mr. McComb believes he is the only C.P.C.U. in Florida. He is a member of the Lon Worth Crow agency.



Group of prominent executives at the cocktail gathering during Pittsburgh Insurance Day:

J. Daugherty Mahon, president of New Amsterdam Casualty; Harry F. Ogden, president of Fidelity & Guaranty; Earl D. Patton, U. S. manager of Northern Assurance; W. A. Rattelman, president of National Union Fire; C. Harry Smith, Philadelphia, vice-president of Home and brother of Harold Smith, president of that company.

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Insured Loses Attempt to Recover Flood Loss

Coverage against "external discharge or leakage of water except loss resulting from rain, snow or sleet" can't be stretched to insure against flood loss, the Texas supreme court has decided in *Glens Falls vs. McCown*, 7CCH (Automobile) 515.

The insured, Fred W. McCown, was an auto dealer at Fort Worth. In May, 1949, in an overflow of the Trinity river, seven of McCown's cars were badly damaged. He had the coverage including the external discharge and leakage of water but he didn't have the next coverage which specifically included flood or rising waters.

McCown contended that since the coverage naming flood specifically was not taken it is no part of the policy and can't be considered in construing the coverage relating to external discharge or leakage of water.

The court said that by reading the coverage which named flood specifically the insured could discover that he was not insuring his cars against flood for the obvious and sufficient reason that he was not paying for any such insurance. The coverages offered but rejected are in the policy under the direction of the insurance commissioner the same as are those offered and accepted; therefore it is proper to consider all of them in determining the respective obligations and rights of the parties to the policy. Only on that basis "can our public policy in prescribing uniform policies be served."

That the damage done to the cars was caused by a flood cannot be seriously questioned. That the coverage against external discharge or leakage of water did not include and was not meant to include an unprecedented overflow of the Trinity river is made perfectly clear by reference to the coverage which offered to insure the dealer not only against external discharge, etc., but against flood or rising water as well. Since the dealer did not accept and pay for the flood coverage he expressly failed to cover the very damage sued for and cannot recover. The judgments below were reversed.

Urges Higher W. C. Benefits Instead of Rate Reductions

Self-insurers Assn. has sent to the members a copy of the address of Marshall Dawson of the Department of Labor bureau of labor standards at the annual convention of International Assn. of Industrial Accident Boards at Milwaukee wherein Mr. Dawson says that until the workmen's compensation scale has been adjusted to a level of maintenance, there should be a complete moratorium on general reductions in the insurance premium rates.

During the last 15 years, rate reductions have far out-run benefit increases, Mr. Dawson stated, saying that this is the reverse of the clearly indicated action, because the rate redundancy in the main was caused by premium collections on higher wages and larger aggregate payrolls, while compensation payments went through the bottleneck of inelastic weekly premium restrictions on amounts payable. "The fat on the premium rates should have gone into benefit adjustments," he added.

Since one purpose of insurance is stability, the annual turmoil over rate changes ignoring long range ups and downs of profit and loss is a departure from insurance goals, Mr. Dawson declared. One year there is a hue and cry that insurers are getting rich robbing the employers, while the next year there may be alarm about their expected insolvency.

Compensation payments are supposed to be based mainly on a percentage of the wages earned and upon which premiums are collected, but to a large extent, the weekly maximum limit nullifies the percentage of wage basis.

Mr. Dawson advocates that if there is any weekly maximum limit, it should be the ceiling at which the collection of premium upon wages stops. If the ceiling for collection of premiums is \$100 a week, then the weekly compensation payments should be \$66, if the percentage limitation is two-thirds. At present the weekly maximum figure is not the result of any insurance computation, Mr. Dawson pointed out, but is the guess of "amateur psychiatrists" who think they know the exact point at which the temptation to malingering will turn honest men into crooks.

Mr. Dawson criticized the legal involvements surrounding workmen's compensation cases, and advocated a system whereunder the industrial accident boards might operate more autonomously, judging cases on their merits without so much regard for legal niceties.



Trio of Denver Casualty Company managers with new Wyoming commissioner at Zone 5 N.A.I.C. Meeting at Denver, pictures by Harry H. Fuller of Chicago, special counsel of National Bureau of Casualty Underwriters:

W. W. Berry, New Amsterdam casualty manager; Frank W. Spencer, Travelers manager; Thomas Wilson, U.S.F. & G. manager, and Ford Taft, the Wyoming commissioner.

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Insurers Believe Priorities Hazard Is Well Covered

An honest difference of opinion has arisen between some agents and the companies as to the effectiveness of the language with which companies sought to eliminate from the business interruption policy any reference to priorities assumption. The intent here was to provide for assumption of liability for loss caused by additional interruption due to federal regulations such as priorities.

The companies believe they have done this by adding the terms "local or state" to the special exclusions clause, thus limiting the exclusion to the local or state level and thereby providing the protection with respect to priorities or other national government action. Yet some agents do not believe this language cures the exclusion absolutely, so that insured is guaranteed protection for the portion of loss caused by priorities.

Some Use Old Endorsement

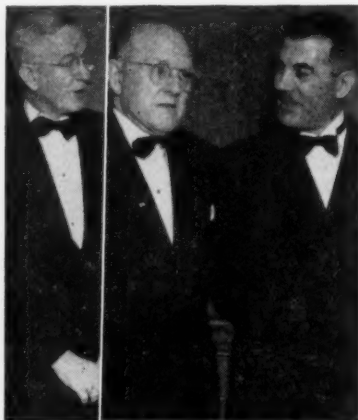
They have continued to press companies to reinsert the positive assumption of liability as increased by the priorities hazard. Some even are using the old priorities assumption endorsement, even in states where it is no longer in the rule book and where the form has been withdrawn by the rating bureaus. They are ordering out supplies of the old, no longer authorized endorsement and attaching it to policies. Apparently companies are accepting such policies.

What makes producers nervous is the last phrase in the special exclusions clause. This is: "nor shall this company be liable for any other consequential loss or remote loss." They want to be absolutely positive and think that a positive assumption of such liability is the way it should be done.

The companies that lead in the writing of the business interruption line are sticking to their guns, that their purpose in devising the revised language was to assume the priorities, etc., liability. A couple of the rating bureaus have interpreted the new pharology in this way, though insurers generally oppose interpretation of their contracts by rating bureaus or anyone else outside the company.

Perhaps the language could have been clearer, underwriters admit. But their conviction still is that the present, modified language provides exactly the coverage formerly obtained in the priorities assumption clause. It is unlikely that companies will re-revise the exclusions clause at this time.

J. C. Martin and Robert L. Grout have been appointed assistant secretaries of **Provident Assurance** in Canada.



Elmer Van Dusen, vice-president-secretary of State of Pa.; Elmer J. MacLeod, vice-president of New Amsterdam Casualty, and Kenneth J. Bidwell, assistant U. S. manager of London Assurance, at Pittsburgh Insurance Day.

Convention Dates

March 12-13, Midwest Territorial Conference of N.A.I.A., Peabody Hotel, Memphis.

March 28-30, Chief examiners of Zone 4 of N.A.I.C., Hotel Savery, Des Moines.

March 29-30, Zone 4 of N.A.I.C., Hotel Savery, Des Moines.

March 29-31, National Assn. of Surety Bond Producers, annual, and National Assn. of Casualty & Surety Agents, mid-year, Shamrock Hotel, Houston.

April 2, Uniform accounting sub-committee of N.A.I.C., Commodore Hotel, New York.

April 1-2, Insurance Advertising Conference, spring meeting, New York.

April 2-4, Far West Agents Conference of N.A.I.A., St. Francis Hotel, San Francisco.

April 2-5, Blanks committee of N.A.I.C., New York.

April 5-7, Southern Territorial Conference of N.A.I.A., Palm Beach Biltmore Hotel, Palm Beach, Fla.

April 10-11, Zone 3 of N.A.I.C., Roosevelt Hotel, New Orleans.

April 10-11, Minnesota Agents, midyear, Radisson Hotel, Minneapolis.

April 10-12, Western Underwriters Assn., annual, Ponce deLeon Hotel, St. Augustine, Fla.

April 13-14, Rocky Mountain Territorial Conference of N.A.I.A., Broadmoor Hotel, Colorado Springs.

April 16-18, Eastern Territorial Conference of N.A.I.A., and State National Directors of N.A.I.A., midyear, Hotel Statler, New York.

April 29-May 2, Zone 2 of N.A.I.C., Francis Marion Hotel, Charleston, S. C.

May 2-4, Louisiana Agents, annual, Edgewater Gulf Hotel, Edgewater Park, Miss.

May 3-5, North Carolina Agents, annual, Carolina Hotel, Pinehurst.

May 9-11, Alabama Agents, annual, Battle House, Mobile.

May 10-11, Casualty Actuarial Society, annual, Seaview Country Club, Absecon, N. J.

May 14-15, Oklahoma Agents, annual, Skirvin Hotel, Oklahoma City.

May 14-16, Insurance Accounting and Statistical Assn., Palmer House, Chicago.



"WHAT DO WE WANT WITH INSURANCE? WE'VE ALWAYS GOT ALONG OKAY. AIN'T WE?"

May 14-16, Health & Accident Underwriters Conference, annual, Detroit.

May 17, Midwestern Independent Statistical Assn., annual, Hotel La Salle, Chicago.

June 3-6, National Assn. of Insurance Commissioners, annual, New Ocean House, Swampscott, Mass.

June 7-9, National Assn. of Independent Insurance Adjusters, annual, Baker Hotel, Dallas.

June 10-13, International Assn. of A. & H. Underwriters, annual, Dallas.

June 11-13, American Assn. of Managing General Agents, annual, Glenwood Springs, Denver.

June 14-16, Arkansas Agents annual, Arlington hotel, Hot Springs.

June 13-14, Tennessee Fire Underwriters Assn., annual, Gatlinburg, Tenn.

June 19-21, Michigan Fire Underwriters Assn., Annual, Ramona Park Hotel, Harbor Springs.

June 24-26, New England Assns. of Insurance Agents, summer meeting, Poland Spring, Me.

Aug. 20-22, West Virginia Agents, annual, Greenbrier, White Sulphur Springs.

Aug. 23-24, Oregon Agents, annual, Baker.

Sept. 10-12, International Claim Assn., annual, Monmouth Hotel, Spring Lake, N. J.

Sept. 10-13, National Assn. of Insurance Agents, annual, Stevens Hotel, Chicago.

Sept. 10-13, National Assn. of Independent Insurers, annual, Hotel Stevens, Chicago.

Takes \$100,000 Over 11 Years

A \$100,000 defalcation recently was reported by a bank that carried a \$150,000 blanket bond. The assistant cashier who took the money had been with the bank 25 years and had been stealing for 11 years.

He withheld deposits from general bank controls after crediting individual customer's accounts; and he made payments to personal creditors by crediting their accounts and not making offsetting debits to himself. Both methods created a shortage in the bank's cash which actually was less than shown on the books.

The shortage was concealed when the bank was audited by removing several customers' deposit ledger sheets, totaling the amount of the then existing shortage. After examination the customer's ledger sheets were returned to the deposit ledgers.

The shortage was discovered by bank examiners who noticed a large depositor's account missing from the list of deposit liabilities and inquired. Finding the depositor still did business with the bank, examiners relisted the deposit accounts. In the meantime the ledger sheets had been returned to the bank records and the second listing totaled \$100,000 more than the previous listing.

The method of creating and concealing the shortage is not new.

One surety man recalls a method used by a bank examiner many years ago to detect such defalcations. His practice was to enter a town unannounced and become sufficiently acquainted with leading merchants to ascertain their banking connections. When he began his examination of the bank he was especially alert to the accounts that normally would be large in that community. Attempts to cover a shortage by removing the deposit ledger sheets would be immediately apparent.

Weigh Diplomatic Immunity Problems

WASHINGTON—Howard Starling, Washington representative of Assn. of Casualty & Surety Companies, has worked on problems involved in diplomatic immunity with relation to casualty and liability insurance. It is estimated that hundreds of foreigners, chiefly in this city and New York, are entitled to diplomatic immunity, as representatives of their respective governments assigned to the U. S. government here or to the United Nations headquarters at New York.

Some few, relatively, including the British embassy staff, have waived immunity, and so become liable under American laws. Practically all the foreign diplomats in this country, however, stand on their diplomatic immunity, according to Mr. Starling.

Insurers Can't Pay Without O.K.

A diplomat holding immunity does not need automobile insurance, for example, if he operates a car, Starling believes. If he takes out insurance in the ordinary way, however, becomes involved in an accident, and then stands on his immunity, he can't be sued. The attitude of the companies, as explained by Starling, is that they cannot pay unless and until their insured tells them to pay.

Companies and agents have come to realize problems presented by diplomatic immunity, it is said. If they are wise, it is believed, neither will be eager to sell a "diplomatic" policy without securing in advance a waiver of immunity from the prospect.

While this practice may result in some loss of premiums and commissions, it will also save a lot of time and trouble to industry members.

If an insured diplomat waives immunity and is sued and judgment obtained, companies are said to be willing to settle.

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- ★ Friendly Home Office Cooperation
- ★ Strength, Protection, Security

3 Reasons to Do Business with

THE INSURANCE COMPANY OF TEXAS CONTINENTAL FIRE AND CASUALTY INSURANCE CORP.

Southwestern Managers for:

Penn-Liberty Insurance Co.—Cimarron Insurance Co.—Cimarron Casualty Co.

JACK CAGE & COMPANY UNDERWRITING MANAGERS

3306 Main Street

Dallas, Texas

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Ford Taft Is New Wyo. Commissioner

Ford S. Taft has been appointed as the new Wyoming insurance commissioner, succeeding Rodney Barrus. Mr. Taft is a veteran agent for Mutual Life of New York, located at Sheridan. Mr. Barrus resigned as commissioner in order to become Wyoming price administrator.

Rogers Named Marine Head of Maryland Casualty

Denzel G. Rogers has been appointed manager of the home office marine department of Maryland Casualty, reporting to F. John Barclay, vice-president in charge of fire and marine operations. Mr. Rogers started in insurance in 1930.

Multiple Line Legislation

A multiple line bill has been passed in South Dakota and has gone to the governor. Favorable action on multiple line legislation is expected in Kansas and Nebraska. The only state about which there is much doubt about multiple line legislation passing is Ohio. This has become a big issue in that state.

Palatine has appointed G. L. Richter branch manager in the Maritime provinces succeeding F. C. Mortimer, retired.

The Charles U. Victor Co. agency has expanded its office space in the Insurance Exchange building by 50% by taking over adjoining quarters.

George E. Rutter has been appointed agency superintendent for Phoenix-Connecticut with headquarters at Montreal.

Insurance Women of Wichita had nearly 150 present for their "Hawaiian" bosses dinner. Vocal numbers were given by Roy L. Benjamin and Mark Benjamin of the Benjamin agency and William Corrigan of Van Arsdale & Larkin. President Gladys Corner of Beezley, Outland & Foote gave a "Salute to the Bosses." Preston M. Bacon of Northcott & Bacon, Newton, formerly with Wheeler, Kelly, Hagny, spoke.

Officers of Rochester, N. Y., Insurance Women's Assn. were elected at the annual meeting. They are: President, Marie Burth; vice-president, Helen Morey, recording secretary, Edith Darrow; corresponding secretary, Lucille B. Hobart, and treasurer, Eleanor O'Rourke.

Insurance Women of Topeka entertained their bosses at dinner. Hazel Gray, president of the local group, was in charge. Eleanor Sage, national president, spoke briefly. Webb Woodward was speaker. A skit, "Little Red Riding Hood," was presented.

Sioux Falls Assn. of Insurance Women held its Bosses Night party with 99 members and J. D. Coon acted as M.C. The program included a preview of spring styles in ladies hats, musical numbers and a debate. "Resolved that what men can do, women can do better." Participants were Mary Johnson of Hegg Armstrong Co. and Ellen Swensen, Martin Cogley of the Regan agency and Jerry Ahern.



At Denver convention of insurance commissioners: Finis F. LaFon, actuary, Oklahoma State Insurance Board; Paul Benbrook, Austin, manager of National Bureau of Casualty Underwriters, and J. M. Muir, secretary of Mutual Insurance Rating Assn.

Home Emphasizes Need to Adjust Cover to Costs

One of the major responsibilities of a fire insurance company and its agents and producers is to stress the vital importance to property holders of adjusting their insurance coverage to meet increased costs of replacements, Harold V. Smith, president of Home, states in the company's annual report for 1950 mailed to Home's 52,000 shareholders.

The fire loss last year has been estimated by National Board at \$688,460,000, an increase of 3.1% over 1949 and, Mr. Smith said, "a reflection of the increased dollar valuation of properties." In many cases of fire loss last year "insurance coverage was not complete," he stated.

Citing the increase in the fire losses from an estimated \$314,849,000 in 1942 to \$688,460,000 in 1950, Mr. Smith declared that the increase underscores "the continuing need, on the part of companies and their representatives, to encourage effective fire prevention, and to adjust insurance already in force to the changes in property values."

"In view of the national defense program, our efforts also should include and re-emphasize the necessity of fire prevention practices in order to conserve irreplaceable material resources."

Expect Passage in Mo. of Agent Qualification Bill

An agents and brokers qualification measure that would apply to fire-marine, casualty, bonds and life, whether stock, mutual or reciprocal, excepting only a few special classes such as publishers representatives and railroad and airline ticket agents has been introduced in the Missouri senate. The bill, which composes the divergent views of agent and broker groups, also has the support of Superintendent Leggett and apparently has an excellent chance for passage since no major opposition is expected.

Michaelis Joins Moyer

Fred J. Michaelis, Jr., formerly special agent in Louisiana and Mississippi for Fire Association, has joined the field staff of the R. Kirk Moyer general agency of New Orleans, and will travel the entire state of Louisiana.

Rumor Perlet to Change

WASHINGTON — It is understood Harry Perlet assistant manager of its insurance department, will soon leave the U. S. Chamber of Commerce to take an out-of-town position.

McConathy to Home in Kan.

J. N. McConathy, who has been special agent in Kansas for North America, has been appointed special agent by Home and will work out of Wichita under Curtman Maupin.

HALE PROMOTED

HARTFORD — Charles T. Hale has been appointed superintendent of the general accounting division of the comptroller's office of Travelers. He joined the companies in 1912 and was assigned to the audit department. He later transferred to the general accounting division and was appointed accountant in 1940.

Mr. Hale saw service in the Mexican border campaign in 1916 and served two years during the first war.



Charles T. Hale

Open Louisville Claim Office

Fireman's Fund group is establishing a claim department in its service office at Louisville in the Starks building with Chess Wymond as superintendent of claims.

U. S. F. & G. Honors Bruce Agency

The Bruce agency at Brunswick, Ga., was honored by U.S.F.&G. at a dinner

in recognition of its having represented the company for 50 years. Charles and Robert Bruce, operators of the agency, were presented a plaque and silver tray by J. Alexander Bartlett, manager at Atlanta.

Adolph E. Stelzl, for nine years underwriter in the fidelity and surety department of Travelers at Milwaukee, has resigned to form Adolph E. Stelzl & Associates agency here.

WANT ADS

Rates—\$13 per inch per insertion—1 inch minimum. Limit—40 words per inch. Deadline 5 P. M. Monday in Chicago office—175 W. Jackson Blvd. Individuals placing ads are requested to make payment in advance.

THE NATIONAL UNDERWRITER — FIRE & CASUALTY EDITION

SPECIAL AGENT for LAKE COUNTY, INDIANA

An excellent opportunity for a young man . . . well trained in Automobile, General Casualty and Fire . . . to work with agents . . . in territory that is already well developed with a good volume . . . for a large mid-west Stock Company.

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CASUALTY Specialty EXPERT

For a man young enough to travel five mid-Western States AND who can work with well established agents to develop General Casualty, Burglary and W. C. HERE is a fine present connection and unlimited future with a fast growing Stock Company.

Address E-12, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

An experienced field fire adjuster interested in Home Office supervisory work. Send qualifications to Hawkeye-Security Insurance Co., Des Moines, Iowa.

AVAILABLE

21 years experience fire, marine, farm, automobile material damage and casualty. 9 years field man highly competitive territory. Valuable man for casualty company entering fire field. Consider responsible position home or western office or state agent. 41, married, excellent references. Address E-4, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AUTOMOBILE UNDERWRITER

Executive with heavy home office nationwide physical damage experience available immediately for a permanent connection anywhere. I also have some auto casualty underwriting experience plus good knowledge of agency, statistical and loss routines. Can organize, supervise, train and assume full responsibility. Address E-10, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AVAILABLE

Fire and Casualty man in mid-forties with complete knowledge and experience of all phases of accounting and statistics including systems. In excellent health. Address E-13, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

ASSISTANT EXAMINERS

Openings for experienced fire underwriters. Western Department.

PACIFIC NATIONAL FIRE INSURANCE COMPANY

RM. 400, 120 S. LASALLE ST.
Mr. L. Solmer

AGENCY FOR SALE

West Central Ohio manufacturing and agricultural center. Annual volume \$15-20,000, all direct business. Owner recalled to military service. Will consider terms. Address E-14, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED—TWO FIELD MEN

Prominent stock fire insurance company desires two experienced field men to cover portions of Ohio, Indiana and Michigan. Good salaries for qualified persons. Address D-84, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

FIRE ADJUSTERS

Two experienced men wanted by national organization handling industrial fire only. Location Boston, Mass. Permanent. Our men know of this ad. All replies confidential. Address D-99, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Are you an experienced casualty underwriter 30-45 years old desirous of field supervisory work? Central Indiana territory open. Aggressive stock company with large established volume in this territory. Replies strictly confidential. Address E-4, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

VIRGINIA-CAROLINA FIELD

Special Agent with fire background to assist in agency development. Salary open. Address E-5, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Excellent opportunity junior automobile underwriter, Home Office Houston Fire & Casualty Insurance Company, P.O. Box 1869, Fort Worth, Texas.

EDITORIAL COMMENT

The Need of a Standard

For some time the fire people have been seeking to put together a household's package policy that could be sold widely and at the same time produce good underwriting results. The casualty people now have joined in this endeavor.

With multiple line underwriting each group has a foot in the other's field. Fire companies getting into casualty see the comprehensive personal liability policy as a desirable piece of business. The casualty companies starting out in fire are attracted by the residence class. If it were possible to come up with a package as readily salable and as generally satisfactory to underwriters as, in the main, have been extended coverage and CPL, both packages of modern invention, there would be no problem involved.

But the answer is not a simple one. The package cannot be too inclusive, or it will cost too much for ready and extensive sale. If it is too exclusive, the price may be satisfactory but it is not likely to have much appeal. If agents meet too much resistance they will not work on it; but there has to be enough premium to inspire them to consistent sales effort. Simply bundling together several policies so they can be delivered under one clip (or even in one text) has no automatic sales virtue in it. That has been tried in the personal insurance field and with the 3D. The results have been just fair, and that good only where consistent and intelligent effort has been expended.

The objective appears to be a real package, the rating done by the package and not only by its component parts, logically enough constructed by underwriters to stand up under competition, possessing real attraction for both the buyer and for the agent who must sell it if it is to succeed. Such a policy is not likely to include automobile. To do so would put up the cost too high. Anyway, the experience is worsening and the line is not attrac-

tive to companies. But it would need to include residence or personal theft cover, which has not given satisfactory underwriting results. If it is to compete with (though not replace) the personal property floater, it will need to embrace real property.

At the outset there are bound to be varied efforts to devise a package. New ideas of cover will be injected. But as time goes on, it is becoming clear that there can be too many variations in any cover designed to insure the same risk, particularly if, as in the case of a household's package, the risk constitutes a major part of the population.

After the Nov. 25 windstorm hundreds of thousands of property owners made claims on insurers under the same kind of coverage—E.C. The damage suffered was individualized, in kind and size, but if there also had been several, half a dozen or more, say, distinct kinds of extended coverage, each widely sold, the effect would have been disastrous.

If each company were to have its own cover, rating would become difficult, statistics unreliable and costly. Even companies that deviate, deviate from the norm established by a large group of companies with a convincing body of experience. A norm in insurance is not necessarily an easy thing to achieve and is an essential element in the successful conduct of the business. This does not mean there shouldn't be variations in the way of broader or different covers. But before a household's package policy that has any real chance of success can be launched, there is needed a soundly conceived, comprehensive, uniform insurance to which most companies can subscribe. This will diminish the problem posed by the many individual filings. Such a cover should be good enough to set the pace, to establish the basic pattern and furnish a body of experience sufficient to make satisfactory rates. Public, agents and companies need such a standard.

country.

The reason for this is that the companies are convinced it is their job to devise the forms and set the prices for them. They firmly believe it is their prerogative exclusively to make the price. On the development of forms the fire companies have been disposed in the last year or two to confer with agents as they went along, and to respond to agency suggestions on some points. In comparison with the manner in which they formerly devised forms or modifications thereof strictly among themselves and then brought it out as a full surprise, finished and unalterable, the change in attitude was a long step toward better relations between companies and agents pretty much to the latter's advantage.

On the additional E.C. company representatives listened to views of agency representatives, and on some points acceded to their wishes.

Agents' representatives followed the development of the new cover almost from the beginning. National Assn. of Insurance Agents issued the news release about the new form, at national level.

The idea of conference with agents in the formative stages is fairly new in fire company management. We do not think action of agents in New England will dissuade company officials from a course on which they have embarked, even though they have not been on it long. They will, undoubtedly, continue to confer with agency representatives on important matters involving both companies and agents. But they are certainly going to insist on having the final word on forms and rates. As time goes on, if agents realize that negotiation implies compromise, that when two parties confer neither one comes away with everything he wants—perhaps negotiation will produce more results of the kind agents want than it did in the present instance. However, saying "I won't sell it" isn't an attitude that will encourage companies to do more, next time.

As to the form itself, it follows the philosophy of the original E.C., to devise a package policy that would be attractive and inexpensive, that can be

physically added quickly and cheaply to the fire policy and that the agent can get insured readily to accept by phoning him, or writing him. That is what is intended with the additional E.C. It is not a big sale; it does not constitute an all risk policy that would be a companion on real property to the personal property floater, or attempt to displace it. That would cost insured a lot more money than the added E.C., and it would be written much more cautiously by insurers, if the early practice of companies that have issued much broader E.C.s is any criterion. It would be little use to have a big one that companies wouldn't write freely and that would require considerable effort to sell.

Action of the companies in aiming the form at the mass market is interesting because it seems to characterize what may now be a well defined approach to the whole package policy idea. The added E.C. will not add so much to the cost of the fire-E.C. cover that it cannot be combined successfully with other coverages, such as theft, personal liability, etc., to produce a genuine personal insurance package. This trend is seen also in the fact that the casualty people are now devising a residence theft coverage which may be added as an endorsement to a package policy, meaning fire-E.C., personal liability, etc., or sold separately. The present residence burglary and outside theft, which has increased steadily in price since it was brought out and has proved continuously unsatisfactory to underwriters, would be retained. The new cover is in the category of the added E.C., low cost, more limited cover, etc., and can be added expeditiously by the agent. It will eliminate mysterious disappearance, limit outside cover to 25% of inside.

In addition to seeking a mass market, companies want rate stability. They had that in E.C., they want it in residence theft—to be able to reduce the rate or increase the coverage, or both, as they go along. The other route is very unsatisfactory to everyone.

The idea of conference always needs encouragement. This is especially true in the fire field.

PERSONAL SIDE OF THE BUSINESS

W. Judd Wyatt, director of advertising of M.F.A. Mutual, has received a 90-day appointment as information consultant with the agricultural division of the natural resources section of General MacArthur's headquarters in Japan. His duties will be to study progress made in establishing an agricultural information system in Japan. Before going with Missouri Farmers Assn. in 1946, Mr.

Wyatt was chief of the information branch for the war food administration.

The engagement is announced of Marilyn Forkel, daughter of E. H. Forkel, vice-president and western manager of National Fire, and Mrs. Forkel to Harry C. Krause, Jr., formerly of Glen Ellyn, Ill., who is now divisional sales manager at Grand Rapids for Johnson & Johnson. The marriage will

Encouraging Conference Idea in Fire

Agents in New England are as intelligent and friendly as anywhere else in the country, and they certainly have the right to criticize the companies—or anyone else—any time on any point. This includes the new additional extended coverage, which some of the New England agents have indicated in decisive manner they do not like.

But we wonder what the agents hope to accomplish by indicating that they dislike the form so thoroughly they think agents ought not sell it. Can they get the companies to withdraw it and rewrite it into the really big additional cover that the agents seem to want? This is unlikely, even though they get similar support from other agents over the

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SAN FRANCISCO 4, CAL.—507 Flatiron Bldg., Tel. EXbrook 2-3054. F. W. Bland, Pacific Coast Manager. John E. Caughman, Pacific Coast Editor.

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be May 19. Miss Forkel graduated at Stephens college at Columbia, Mo., and Mr. Krause at University of Illinois. He is an air corps veteran.

Hugo LaRue, secretary in the western department of America Fore, is completing 50 years with the organization on Sunday, March 11. The day on which this anniversary will be celebrated will be Friday of this week which has been designated as LaRue day in the America Fore western department. The main event of the day will be a luncheon given by the executives and department heads. The entire group will number about 50. Mr. LaRue was at Detroit earlier in the week for the funeral of L. J. Lepper of Detroit Insurance Agency.

John E. Stipp, vice-president, secretary and director of Continental Casualty and Continental Assurance, has been appointed by the Home Loan Bank Board of Washington to serve as a member of the Federal Savings and Loan Advisory Council for 1951.

Donald F. Dickey, Oklahoma commissioner, is the father of a new daughter, named Juhree. Mr. and Mrs. Dickey have two other children, a son Steve and daughter Dianne.

Frank R. Haas, who retired about three years ago as agency supervisor in the farm department of Home at Chicago, and Mrs. Haas recently celebrated their golden wedding anniversary.

T. L. Osborn of the Chicago agency of Osborn & Lange and Mrs. Osborn returned from a month's trip to Hawaii. They went both ways by sea.

A. W. Ormiston, president of Insurance Brokers Assn. of Illinois, has left for a Florida vacation which will take him to several resort localities.

Don Ellis of Merriam, Ellis & Venton, Kansas City, Kan., a past president of Kansas Assn. of Insurance Agents, is recuperating from an illness in the University of Kansas Hospital, Kansas City.

Frank Montesani, chief of the bureau of rate regulation of the California department, has gone to Florida to testify in hearings on the new insurance code, and from there will go to New York for a meeting of the N.A.I.C. sub-committee on workmen's compensation.

P. E. Heath, assistant secretary of Scottish Union, was on a business trip to Chicago this week.

J. G. Newman to Grossmayer General Agency as V-P.

Joseph G. Newman, assistant of the Pacific department of National Fire has resigned and has purchased an interest in the Phil Grossmayer Co. general agency of Portland, where he becomes executive vice-president.

Mr. Newman started his insurance career in 1923 with the Pacific Board. He went with the W. O. Wayman general agency at San Francisco the following year, and when that was acquired by National Fire he was made special agent for Southern California and Arizona. In 1933 he was transferred to Portland, supervising Oregon and southwest Washington. He was advanced to agency superintendent in 1936, moving to San Francisco, and two years later was promoted to assistant manager of the Pacific department.

Denison Made President

C. S. Riley, president of Canadian Fire and Canadian Indemnity, has been elected chairman of both companies. A. L. Denison has been named president and executive officer, with W. Culver Riley, vice-president and general manager.

DEATHS

Tex. Leader, Former Commissioner, Dies

R. B. Cousins, Jr., 61, manager of Texas Insurance Advisory Assn. and

a prominent figure in Texas insurance circles since 1927 when he was named the first chairman of the Texas board of insurance commissioners, died at Dallas as the result of a heart attack. Death came while he was being taken in an ambulance from the Baker Hotel to a hospital.

He was in Dallas to attend a special meeting of Texas Automobile Insurance Service Office. He had apparently been in good health. He had expected to go to Florida this week to testify at one of the code hearings there.

Mr. Cousins also was manager of Texas Insurance Checking Office, a company-sponsored organization that collects statistics for the fire division of the state insurance department, and directed the affairs of the insurance forms department, which prints and distributes approved policy forms and endorsements. The head offices of the four organizations that Mr. Cousins headed are at Austin.

Active in Fire Prevention

He served from 1932 to 1946 as secretary of Texas Fire Prevention Assn. Committee, which handled the public service activities of stock fire companies in Texas. Three years ago, under Mr. Cousins' direction, the advisory association added a public relations campaign to its activities by forming four regional clubs of field men in the state.

He was appointed assistant attorney general of Texas in 1925 and helped to draft the legislation that set up the unique three-man board of insurance commissioners, which was enacted in 1927. Governor Moody named Mr. Cousins as board chairman and ex-officio life insurance commissioner. After serving in that capacity for two years Mr. Cousins resigned to become president of San Jacinto Life of Beaumont, which he had organized and which later was reinsured in 1932 by Great Southern Life.

He was a law graduate of University of Texas and Columbia University. He was president of First Federal Savings & Loan Assn. and a director of Capitol National Bank of Austin, and of Century Life of Fort Worth.

One son, R. B. Cousins, III, is a Dallas attorney, and another, W. H. Cousins, operates a general agency at Corpus Christi. A brother, Ralph C. Cousins, is executive vice-president of Founders of Los Angeles.

LEO SALOMON, 81, retired partner in the former W. E. Salomon & Co. independent adjustment firm of Chicago, died in California, where he had lived for the last 10 years. He and his brother the late William Salomon, did adjustment work at San Francisco in connection with the 1906 earthquake and fire.

FLOYD S. SMITH, 74, retired adjuster of Travelers at Grand Rapids, died after a two months' illness.

WILLIAM M. HOFFMAN, 77, native Washingtonian who rose from office boy to president of Firemen's of Washington, died Saturday after two weeks' illness and was buried Monday in Glenwood Cemetery.

Mr. Hoffman retired in 1946 after 54 years' service, but remained a director and a partner in Howard & Hoffman agency, which he helped found in 1906. Mr. Hoffman had entered Firemen's in 1892.

A son, V. Manning Hoffman, is president of Insurance Agents Assn. of the District of Columbia, and is vice-president of Firemen's. Other sons are W. Maurice Hoffman, Jr., of Washington and James M. Hoffman of Des Moines.

CHANNING S. TIMBERLAKE, 81 retired marine vice-president of Hartford Fire died March 2 after a brief illness.

Mr. Timberlake was considered an authority on automobile and inland marine insurance. He was the organizer and first manager of the Hartford's marine and transportation department and from 1909 until his retirement in 1944 was in charge of automobile and inland marine insurance. He was also well known in the marine insurance field and at one time was in charge of marine underwriting.

EDWIN R. SHOEMAKER, 59, retired state agent of Aetna Fire in Indiana, died at the home of his son at Framingham, Mass.

Mr. Shoemaker was born in Illinois. After experience with financial concerns, he went with North America in the Illinois field in 1909. Later that year he was transferred to Indiana. In 1915 he joined London Assurance in the Indiana field, going with Aetna Fire in 1917. He retired in 1946.

He had been a life member of the Fire Underwriters Assn. of the Northwest, having joined in 1909.

J. HOWARD WELLS, Kentucky special agent for Hartford Fire, died suddenly of a heart attack at the company office at Louisville. Mr. Wells had been with the company for 28 years. Before that he was in the local agency business at Taylorsville, Ky.

WILLIAM O. SCHILLING, vice-president of the U.S.F.&G. at Chicago, and a capital figure in casualty and surety affairs there for the past 25 years, died at Wesley Memorial hospital, Chicago. Mr. Schilling suffered a heart



WILLIAM O. SCHILLING

attack while driving from his home at Evanston to his Chicago office on Monday morning, Dec. 6, 1948. He was able to park his car and hail a taxicab directing the driver to take him to Wesley hospital. He made it to the hospital in the cab, but collapsed in the lobby of the hospital. He was confined there about four months and since then had been at his home in an invalid condition. He was on an indefinite leave of absence from his company.

Mr. Schilling started with U.S.F.&G. in 1906 at Baltimore, in the fidelity department and at the same time completed his law education at what is now University of Maryland. He became superintendent of the fidelity department and in 1924 when he was transferred to Chicago he was superintendent of the contract department. At Chicago he became associate manager. The head man was George E. Brennan, the famed Democratic political leader of Cook county. Later, and while still U.S.F.&G.

manager, Mr. Brennan ran for U. S. Senate. Mr. Schilling became the head of the office in 1928 when Mr. Brennan died and he was appointed vice-president in 1947.

Mr. Schilling throughout the years was a big factor in every turn of events affecting the casualty and surety business in general and especially was he an authoritative man in surety affairs. He had served as president of Surety Assn. of Chicago, as president of Insurance Federation of Illinois, as president of Casualty Managers Assn. of Chicago. He took an especially active part in shaping the Illinois insurance code that was enacted in 1937.

His son, William O. Schilling, Jr., was formerly with U.S.F.&G., and is now with the Carl Mellen local agency at Waukegan, Ill., and his son-in-law, Charles Myers, formerly with the Loyalty group, for the past two years has been a special agent at Chicago for U.S.F.&G.

LOUIS J. LEPPER, secretary-treasurer of Detroit Insurance Agency and a man who had been in the top ranks of the industrial and sporting community of his city for many years, died suddenly while in Florida on March 1, and George W. Carter, president of Detroit

(CONTINUED ON PAGE 30)



ELIMINATE THE "GUESS"

Guesses and short cuts in determining insurable values can prove expensive. It is safer and cheaper to know.

The AMERICAN APPRAISAL Company

Over Fifty Years of Service
OFFICES IN PRINCIPAL CITIES

CASUALTY BRANCH MANAGER

A large Stock Casualty Company has an opening for a branch manager in the mid-west. This man must have a proven record. Salary open.

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AMERICAN AUTOMOBILE INSURANCE COMPANY

Financial Statement

ASSETS

Cash in Banks and Offices	\$ 5,407,414.68
U. S. Government Securities*	34,075,813.58
Canadian Government Securities*	408,319.57
Preferred Stocks*	205,400.00
Common Stocks, except subsidiaries*	9,466,330.00
Stocks of Subsidiaries*	14,390,346.37
Real Estate	255,707.61
Agents' Balances (less than 90 days old)	6,087,276.61
Accrued Interest and Miscellaneous Assets	384,325.18
Total Admitted Assets	\$70,680,933.52

*The amortized and market values used in this statement are on the basis prescribed by the National Association of Insurance Commissioners. If bonds and stocks (except stock investment in subsidiaries) were valued at December 31, 1950 market quotations and if subsidiaries were carried at book value after reflecting December 31, 1950 market quotations for their respective securities, the Securities carried at \$4,934,920.95 in the above statement are deposited for purposes required by law.

ASSOCIATED INDEMNITY CORPORATION

(Wholly owned by American Automobile Insurance Company)

Financial Statement, December 31, 1950

ASSETS

Cash in Banks and Offices	\$ 1,211,588.43
U. S. Government Securities*	11,943,283.79
Preferred Stocks*	94,100.00
Common Stocks*	4,597,446.00
Real Estate	325,226.55
Agents' Balances (less than 90 days old)	1,403,655.91
Accrued Interest and Miscellaneous Assets	33,901.84
Total Admitted Assets	\$19,609,202.52

LIABILITIES

Reserve for Unearned Premiums	\$ 1,704,671.92
Reserve for Losses and Loss Adjustment Expenses	8,155,939.54
Reserve for Excess of Statutory Loss Reserves over Case Reserves	84,067.33
Reserve for Taxes	307,745.04
Reserve for Policyholders' Dividends Declared	858,578.97
Reserve for Expenses and Other Liabilities	75,674.00
Total Liabilities, except Capital	\$11,186,676.80
Capital Stock	\$1,000,000.00
Surplus	7,422,525.72
Surplus as regards Policyholders	8,422,525.72
Total	\$19,609,202.52

*The amortized and market values used in this statement are on the basis prescribed by the National Association of Insurance Commissioners. If bonds and stocks were valued at December 31, 1950 market quotations, the assets would be \$19,565,126.73 and policyholders' surplus \$8,378,449.93. Securities carried at \$4,934,920.95 in the above statement are deposited for purposes required by law.

AMERICAN-ASSOCIATED INSURANCE COMPANIES
HEAD OFFICE, SAINT LOUIS

AMERICAN-ASSOCIATED INSURANCE COMPANIES

INSURANCE COMPANY

December 31, 1950

LIABILITIES

Reserve for Unearned Premiums	\$21,487,627.08
Reserve for Losses and Loss Adjustment Expenses	24,312,158.81
Reserve for Excess of Statutory Loss Reserves over Case Reserves	1,458,472.03
Reserve for Taxes	992,099.68
Reserve for Expenses and Other Liabilities	317,053.55
Total Liabilities, except Capital	\$48,567,411.15
Capital Stock	\$ 2,000,000.00
Surplus	20,113,522.36
Surplus as regards Policyholders	22,113,522.36
Total	\$70,680,933.51

securities, the assets would be \$70,326,766.86 and policyholders' surplus \$21,759,355.71.

Securities carried at \$2,283,880.71 in the above statement are deposited for purposes required by law.

AMERICAN AUTOMOBILE FIRE INSURANCE COMPANY

(Wholly owned by American Automobile Insurance Company)

Financial Statement, December 31, 1950

ASSETS

Cash in Banks and Offices	\$ 1,372,973.47
U. S. Government Securities*	12,369,657.13
Canadian Government Securities*	208,059.82
Agents' Balances (less than 90 days old)	2,080,999.38
Accrued Interest and Miscellaneous Assets	44,120.03
Total Admitted Assets	\$16,075,809.83

LIABILITIES

Reserve for Unearned Premiums	\$ 8,301,163.90
Reserve for Losses and Loss Adjustment Expenses	1,254,716.19
Reserve for Taxes	396,797.02
Reserve for Policyholders' Dividends Declared	None
Reserve for Expenses and Other Liabilities	446,284.76
Total Liabilities, except Capital	\$10,398,961.87
Capital Stock	\$1,200,000.00
Surplus	4,476,847.96
Surplus as regards Policyholders	5,676,847.96
Total	\$16,075,809.83

*The amortized and market values used in this statement are on the basis prescribed by the National Association of Insurance Commissioners. If the bonds and stocks were valued at December 31, 1950 market quotations, the assets would be \$15,982,238.19 and policyholders' surplus \$5,583,276.32.

Securities carried at \$624,214.89 in the above statement are deposited for purposes required by law.



Reinsurance

An *Employers* contract is a hidden reinforcement that combines increased capacity and strength. And its value grows as years stretch into decades and our service is still abreast of the demand.

Employers Reinsurance Corporation

J. B. ROBERTSON, PRESIDENT

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Light, Heat and Confusion Mark Fla. Code Hearings

By JEANNE WELLENKAMP

MIAMI—Light, heat, and confusion marked the Miami hearings on the proposed new Florida insurance code held last Thursday and Friday. The sessions originally scheduled for the First Federal building were moved to Bay Front auditorium at the last moment to accommodate the large number of insurance men who wished to attend.

About 250 local and out-of-state representatives listened attentively while speakers traded views and verbal punches with Sen. Henry Baynard and other members of his continuing joint insurance committee of the legislature.

Baynard stated that the committee, in framing the proposed code, attempted to safeguard the public, the agent, and the company, in that order. He said that between 1940 and 1949 insurance in force in Florida had increased from \$1,036,000,000 to \$2,952,000,000, a gain of 184.8%, and that in the same period net premiums and taxes collected on them had increased 215%. He said that many of the laws governing insurance in the state were antiquated, and that in drawing up the proposed code, his committee had followed the Kentucky code in large measure, adding provisions of the Texas rating plan, and incorporating ideas of their own. He added that in earlier public hearings objections had been made to practically every aspect of the code, including provisions which had been in operation in Florida for years.

Larson Cites Growth

Commissioner J. Edwin Larson spoke briefly. He said that Florida, with 34 companies in the state, was rapidly coming into a leading position insurance-wise, not only in the south, but in the nation.

Baynard is a local agent at St. Petersburg and represented Wm. Penn Fire, which failed. That experience may have colored many of the code provisions.

"It is not the intention of the legislature to put anybody out of business," Mr. Larson said. "I hope that at the conclusion of these hearings a plan will be worked out which will stand as a monument for years to come."

The code, which runs to over 300 printed pages and was eight months in the making, was in the hands of insurance men less than one month before the hearings were scheduled. As a result, all presentations were not completely prepared, and it is expected that some objections will be made directly to the legislature when it goes into session next month.

Hits Discretionary Feature

First to be called on were local agents. James A. Dixon, attorney for Greater Miami Insurance Board, stated that the 81 local agencies which he represented object to the section which gives the commissioner the power to make examinations of local agents at his discretion, and at the expense of the agent or solicitor.

"This would put a tremendous financial burden on the agent," he said. "We feel that where the agent has not been guilty of any violation the expense should be borne by the state. We also object to provision of the code which permits the commissioner to make public an agent's list of expirations. Although it is proper that the commissioner be allowed to examine an agent's records, these should not be made public where no violation is found."

Mr. Dixon also voiced objections to the increased deposit requirements in connection with the conduct of fire and windstorm insurance. "With this law, companies may withdraw from the state, and other companies will not come in. We need an expanding, not a contracting, market for this coverage," he added.

"The public needs the protection, and the agent needs the commission."

Although the board approves the provisions eliminating limited licenses in the fire and casualty field, thinking there should be none except for A.&H., they anticipate objections from the automobile dealers of the state.

Stuart Patton, representing Dade County Mutual Agents Club, said his organization feels that the provisions regarding favored agents need further strengthening, as it is their opinion that certain lending companies attempt to control the placing of insurance through inter-locking directorates.

Speaks for A.&H. Law

James E. Powell of Provident Life & Accident, representing H.&A. Underwriters Conference, spoke in recommendation of the uniform A.&H. standard provisions law as recommended by National Assn. of Insurance Commissioners.

Sen. Pope said he objected to policies which gave you everything in big type and took it away in small type, but Mr. Powell said the law recommended by the commissioners called for all type to be the same size.

Kirk A. Landon, chairman of American Bankers Ins. Co. of Miami, spoke on investments. He called attention to the provisions of the code regarding valuation of securities other than bonds. He said that to permit the commissioner to determine the price of securities at his discretion is to put too much burden on him, and would also leave the companies in the matter of security values "in the discretion of the commissioner" and "at prices determined by him as representing their fair market value."

Favors National Pattern

Mr. Landon stated that N.A.I.C. maintains a committee on valuation of securities, with a full-time staff of security experts, who yearly list securities held by insurance companies with their proper valuations. Mr. Landon recommended that securities held by an insurer should be valued in accordance with the rules of N.I.A.C.

"These sections of the proposed insurance code appear to have been modeled on the investment provisions of the Kentucky insurance laws of 1950," Mr. Landon said, "with the difference, however, that the limitations imposed by the Kentucky code have been narrowed in some instances in the proposed Florida code. Adoption of the proposed code as respects investments would mean in a practical sense that the investment of insurance company funds is taken from the hands of insurance management and put into the hands of the insurance commissioner." Mr. Landon said that he objected to the set percentages required.

Where to Put the Eggs

Sen. Baynard asked if Mr. Landon thought it advisable for an insurance company to be able to put all its eggs in one basket. Mr. Landon replied that he thought the quality of the investments should be the regulating factor. Rep. Cobb asked Mr. Landon if he wanted the right to invest all his company's funds in municipals. Mr. Landon

(CONTINUED ON PAGE 40)

S. D. Escapes Compulsory Law by Close Squeak

South Dakota missed by a narrow squeak becoming the second state in the nation to have a compulsory auto bodily injury liability insurance law. The legislature has now adjourned and foes of such legislation are heaving sighs of relief. The peril developed unexpectedly in the closing hours of the legislature. The lower house passed a bill to enact the modern type of automobile financial responsibility law, but in the senate this was amended to be a straight compulsory insurance measure.

The story circulated that some of the leaders in the legislature had agreed that the compulsory bill should be passed for the reason that the legislature had killed a drivers' license law. South Dakota is the only state that does not have any kind of driver licensing. Apparently the leaders felt that the legislature would be severely censured for not having done anything in the direction of highway safety so they decided to try to rush through a compulsory insurance measure before the closing gong sounded, but fortunately this was killed when the bill went into conference.

The South Dakota legislature passed a bill to require A. & H. companies to have a minimum of \$250,000 capital.

A bill was passed dealing with survival of action. There was enacted a surplus line bill and a multiple line measure. Also passed was a bill for apportionment of damages among beneficiaries in actions for damages for wrongful deaths.

The North Dakota legislature which has also adjourned, passed a bill to extend the automobile judgment fund to cover hit-and-run cases. That is, a victim of a hit-and-run driver can recover from the state unsatisfied judgment fund.

The Montana legislature which has adjourned, passed a financial responsibility law and placed credit insurance under the rating act.

Denver Arbitration Group

The combined claims committee of Assn. of Casualty & Surety Companies and National Assn. of Mutual Casualty Companies has appointed as members of the Denver arbitration committee: G. R. Thruston, New Amsterdam; W. C. Baker, Aetna Casualty, and P. W. Forker, National Surety. Secretary of the committee is E. E. Nikkel, Employers Liability.



Roy L. Davis, western representative of Assn. of Casualty & Surety Companies, and W. J. Heinrich, manager of the rating division of Allstate, at Denver meeting of Zone 5 insurance commissioners.

Commissioners Delve Into Low A. & H. Loss Ratios

To Question 57 Companies on Policies Based on Mich., Ill., Minn. Study

Accident and health industry representatives were given a preview at Chicago Friday of the questionnaire that is to be sent to a number of companies within two weeks requesting information as to why they show a loss ratio of less than 25% on certain policy forms. The study is being conducted by the A. & H. rate study sub-committee of National Assn. of Insurance Commissioners, and the questionnaire is based on the results of a survey conducted by the Michigan, Illinois and Minnesota departments.

The department men spent Thursday in compiling their data and on Friday morning in a two-hour session presented to the industry a national experience exhibit showing combined 1948-1949 premiums, losses, loss ratios and commissions on policy forms producing in those two years premiums of more than \$60,000 and a loss ratio of less than 25%. A study was made of companies licensed in Michigan, Minnesota and Illinois. There were 57 companies having 209 policy forms in the 25% or less loss ratio class, the premiums on these policies totaling \$32 million. The 57 companies will soon receive a 17-item letter and question sheet, asking for particulars on these policies and a reason for the loss ratio.

Outgrowth of Zone 4 Question

The sub-committee was set up at the last meeting of the commissioners. It grew out of a resolution adopted by zone 4 questioning whether A. & H. benefits are reasonable in relation to premiums.

Among the industry representatives at the Friday meeting were C. O. Pauley, managing director of H. & A. Underwriters Conference; Joseph F. Follmann, Jr., manager of Bureau of A. & H. Underwriters; G. F. Manzelmann, president of North American Accident, Jarvis Farley, actuary of Massachusetts Indemnity, and John Panchuk, vice-president and general counsel of Federal Life & Casualty. There were seven departments represented, Illinois, Michigan, Minnesota, New York, California and New Jersey and an observer from Kentucky.

Mr. Pauley suggested that many of the 209 policies in question were new and the figures tell only half the story. He added that he would like to be sure that the premiums and losses were on an incurred and earned basis. Especially in the case of a new policy form the written-paid figures are apt to be misleading.

Jack Wickstrom of the Michigan department, chairman of the sub-committee, asked when the companies will all be able to report on an incurred-earned basis. Mr. Pauley answered that that would be hard for the small companies, and then it was brought up that 27 of the companies' figures were on an incurred-earned basis.

Mr. Pauley was reminded that at the Ann Arbor meeting of zone 4 in November when the study was proposed, he had predicted that limited policies

(CONTINUED ON PAGE 38)

Are Casualty Installment Plans Under Rating Law?

The basic question of whether or not installment payment plans come within the scope of the rating laws and the regulatory authority of the insurance departments, particularly as regards automobile casualty rates, which is expected to become nation-wide in its scope, has been brought to a focus by the briefs filed in North Carolina by Mutual Insurance Rating Bureau and National Bureau of Casualty Underwriters, presenting the two sides of the question. This is the first time that the question has been brought to a test in the casualty field.

If an insurer has the right to extend credit to its policyholders on premiums due, it has a free choice whether or not to exercise the right, according to the Mutual Bureau. If, however, having the right it agrees with other insurers to exercise that right in a limited fashion, or perhaps not at all, such an agreement amounts to concert of action. But while a rating organization is founded on the concept of concert of action, the mutual bureau doesn't believe credit is a rating matter. It is doubtful if a rating organization comes under the protective cloak of the McCarran act when it maintains in its manuals rules which relate in any way to credit extension.

The Mutual Bureau points to the Dineen ruling in New York that credit extension is not regulated under that state's rate regulatory law. The Massachusetts department has held that a rating organization rule prohibiting credit extension by member and subscriber companies is an unauthorized interference with the prerogatives of company management. Leaving these rules in the manuals would offer an opening for charges that members were in unlawful concert of action and subject to the federal anti-trust laws, it says.

ARGUMENTS CONTRA

The National Bureau contends in its memorandum that rules and regulations established by North Carolina Rate Administrative Office for installment payment of automobile premiums are within the jurisdiction of that office and subject to the regulatory power of the commissioner there.

The proposal of the Mutual Bureau would open the door to disorder, discriminatory and unfair rating practices for automobile insurance installment payments, the National Bureau contends. It is the function of the North Carolina bureau to establish rates, classifications, rating plans, rules, standards and regulations to prevent these evils and the duty of the commissioner to review the operations of the bureau and regulate the business in the public interest. The rule in question, 10A, is a reasonable rule which aids in the accomplishment of the legislative objectives. It should be retained.

Needed for Effective Regulation

That rule represents a customary and accepted bureau procedure in underwriting automobile insurance risks, according to the National Bureau brief. Rules and regulations for installment payment of auto premiums have been effective in North Carolina with the approval of the commissioner for more than 10 years since establishment of the automobile rate administrative office.

National Bureau has maintained such rules for more than 25 years. Rule 10A is effective countrywide with minor variations. This cumulative administrative approval is a reflection of the judgment of state regulatory authorities that a defined, orderly procedure for installment payment of auto premiums is necessary and desirable in the interest of practical and effective regulation. The operations of the bureau are subject to rate regulatory power of the

commissioner who is ex-officio chairman and presiding officer of the governing committee meetings. The law specifically includes rules and standards made and filed by the rating bureau. The commissioner has full power of regulation over the operations of the bureau. Hence he certainly does not lack jurisdiction over these rules and regulations, either specifically or in his broad general authority.

In the broadest sense, it is the duty of the administrative officer to cover the field of what coverage is sold and what it costs a buyer to obtain the coverage. The whole object of creation of the North Carolina statute was to prevent special, preferential deals. Establishment of rules and regulations is a proper and necessary function of a rating bureau. The procedure established by the rule is fair, reasonable and uniform for all insured and carriers.

Discrimination Curtailed

By setting up a reasonable limitation on number of payments, providing for an adequate, non-excessive installment charge, for cancellation and notice, for adequate installment percentages, etc., rate variance and discriminatory preferences are effectively curtailed. The business needs of all demand the establishment of some rule which will protect the interest of carriers and promote uniform non-discriminatory treatment of insured. Without a manual rule the door is opened to discriminatory preferences, rate variance and inadequate or excessive charges.

The National Bureau contends that the mutual memorandum contains no reference to rule 10A or to the North Carolina law, though it was submitted in response to a specific request. It does not speak squarely to the issue involved in this proceeding.

On the fire side of the question, which already has been the subject of considerable debate, Liberty Mutual submitted a brief to then Superintendent Dineen of New York, who agreed that installment was not rating "so long as the plan does not affect the insurance contract." He further said that while the plans were not within the rating laws they are within the fair trade practices act.

National Automobile Underwriters Assn., following the Dineen letter to Liberty Mutual, relinquished jurisdiction over such plans.

Rotterdam Traffic Police Put Maryland's Ad to Work

Last year when Maryland Casualty published a national advertisement entitled, "Easy on the Gas, Mister," stressing traffic safety, the chief of the traffic police in Rotterdam, Holland, thought the message so powerful that he wrote Maryland for permission to use the idea in a safety campaign in that city.

Recently several photographs were received showing how the Maryland's ad was put to work. Mounted on a large poster, an oil painting of the photograph used in the ad is the center of three signs with the captions Now more than ever... Be master of the gas... You drove fast enough.

The signs were posted on one of Rotterdam's main streets on Jan. 1 when new traffic regulations went into effect.

Act on Wrongful Death Bill

ST. PAUL—By a vote of 42 to 25 the Minnesota senate passed the bill removing the \$10,000 legal limit on death by wrongful act. The measure is now in the house, which is expected to pass it also. As passed by the senate the bill sets a three-year instead of two-year limit for commencement of such damage suits.

American Re Shows Gains for 1950

American Reinsurance group 1950 operations over-all show improvements in both underwriting and investment divisions. As a unit, the group wrote net premiums of \$18,913,361 with earned premiums of \$16,908,602.

The ratio of losses incurred to earned premiums was 57% in 1950. Commissions and expenses incurred to premiums written show a ratio of 40%, indicating a combined ratio of 97%. The comparison percentages for 1949 showed a combined ratio of 98%.

Total assets of American Reinsurance are reported at \$41,094,046, an increase of \$4,122,133. Net surplus is \$11,527,058, an increase of \$1,506,714. Had actual market values at Dec. 31 been used, total assets would have increased to \$41,164,838, and surplus to \$11,597,580. The company has established a voluntary reserve of \$1,000,000. Surplus to policyholders was \$16,597,850, an increase of \$2,174,703.

Total assets of the American Reserve are \$12,447,293, an increase of \$2,024,491. Net surplus is reported at \$2,146,083, as compared with \$1,710,011 at the end of 1949. The company maintain a voluntary reserve of \$200,000. Had actual market values at Dec. 31, been used, total assets and net surplus would each be reduced by \$61,506. On an actual market value basis, surplus to policyholders was \$3,284,577, an increase of \$326,548.

Little Important Insurance Legislation Likely in Wash.

The Washington legislature is scheduled to adjourn March 8. Very little in the way of important insurance legislation apparently will have been enacted.

The most controversial insurance measure—the anti-coercion bill sponsored by Washington Assn. of Insurance Agents—appears to have been bottled up in the house insurance committee.

The bill previously had been voted out "do pass" with a minority "do not pass." When it reached the floor mortgage interests and automobile dealers were prepared with amendments to stall the measure. It was returned to the insurance committee where it was postponed indefinitely.

The bill legalizing the writing of replacement insurance on equipment passed the senate without a dissenting vote and was awaiting a place on the house calendar after receiving the approval of the house insurance committee. Its passage was believed likely.

The model A. & H. standard provisions bill by N.A.I.C. appeared almost certain to pass.

A survivorship of action bill passed the lower house and appeared to be on its way to passage in the senate, after some amendments. A number of bills amending the workmen's compensation act also appeared certain of passage.

The uniform boiler inspection bill was passed and signed by the governor.

Attend Fleet Safety Course

Twenty-five engineers of mutual casualty companies this week are attending a motor vehicle fleet safety course at Chicago, conducted by Institute of Public Safety of Pennsylvania State College and Traffic Institute of Northwestern University. National Assn. of Automotive Mutual Insurance Companies is sponsoring the course. Among those on the program is W. D. Keefer, vice-president Lumbermens Mutual Casualty.

New Denver Company Title

The name of Fidelity National of Denver has been changed to Fidelity Life & Disability. This was done to enable the company to enter additional western states. The former name is in conflict with that of certain companies already established.

Duties of National Council Increasing, Richardson Reports

Membership in National Council on Compensation Insurance increased from 188 to 215 companies in 1950, H. F. Richardson, general manager, stated in his annual report. The membership is made up of 135 stock companies, 45 mutuals, 6 reciprocals, 6 state funds, and one Lloyd's organization, together with 22 subscribing companies affiliated for from one to 38 states.

Mr. Richardson mentioned progress being made in including a profit and contingencies factor in the rate schedule. During 1950 the council continued to file a 2.5 points allowance for underwriting profits and contingencies. This has been allowed so far in 25 jurisdictions, while in Florida two points are allowed; four jurisdictions have accepted 1.5; one has accepted .5, and five have disapproved.

While it is too early to evaluate the significance of the results of studies made on gradation of expenses by size of risk, Mr. Richardson commented that the exhibits are impressive in their evidence of the vast difference in the expense of handling risks of varying sizes. Among other effects, it would seem that some of the results will give a new impetus to the study of the small risk problem that has been lying dormant for some time.

Progress with Interstate Rating

Interstate experience rating is progressing, and the interstate bureau has begun to absorb preparation of individual state data, thus eliminating much of the delay and inconvenience found in the present system. The interstate bureau will not prepare individual state data for jurisdictions administered by independent bureaus. The independent bureaus will continue to prepare data for their states and forward the material to the interstate bureau for inclusion. Mr. Richardson mentioned that complete consolidation of the interstate rating operation has been hindered by the tremendous increase in the number of risks submitted, the difficulty of obtaining adequate help, delays in obtaining approvals of rate filings, and the increase in jurisdictions where interstate rating is applicable. In spite of these handicaps, the companies are becoming more familiar with the requirements and are submitting data more promptly and in better form. Risk information is becoming more complete and less back experience has to be called for.

Retrospective Used More

The attractiveness of retrospective ratings has been enhanced during the year. Plan D was approved in 1950 in Minnesota and Delaware, and in January, 1951, became effective in Louisiana. There are now 33 jurisdictions where retrospective is available, and the records indicate that the plans continue to attract more risks—the number of risks in National Council states subject to retrospective having increased 18% last year. There are now 2,007 risks using retrospective rating in National Council states. Plan D is becoming more popular, 327 risks taking the plan in 1950, as compared with 139 in 1949. As to distribution by plans in 1950, 44% of the risks took Plan A, 33% took Plan B, 6% took Plan C and 17% took Plan D.

Members of two subcommittees have engaged in a general review of the basic manual classifications. The group started out by reviewing the manual by schedule, but has decided now to concentrate on those classes where there are definite problems. This procedure will have the effect of a continual review of the manual with emphasis on trouble spots.

The increase in the number of risks covered for workmen's compensation (CONTINUED ON PAGE 38)

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Bill Would Consolidate Okla. Department, Board

A bill has been introduced in the Oklahoma legislature which would transfer all duties of the state insurance board to the insurance department, except for approval of rates and appeal of agents' license revocations. Rep. Williams, who introduced the bill, stated that it will help eliminate confusion and inefficiency in the present setup.

The bill would give to the commissioner powers now possessed by the board for conducting investigations and

enforcing rules of the board. The state fire marshal and commissioner would continue as members of the board. The secretary of the board would be replaced by a judge of the criminal court of appeals. In effect, the bill would make the board an appellate organization.

Another bill introduced in the legislature, sponsored by the department, asks for recodification of the agency laws.

Maynard W. Angwin, who heads Gordon Transit Co. and Scott Coal Co. at Pittsburg, Kan., has purchased the agency of the late Jack G. Cherry.

Texas Anti-Coercion Bill Passes House; Still Fought

AUSTIN — Upon passage by the Texas house of an anti-coercion bill prohibiting the designation of an agency or company as the insurance carrier for any real or personal property, certain mortgage bankers, building and loan officials and local agencies having affiliations with lending institutions let it be known that they will oppose the measure on its way through the senate.

Opposition to the bill, which was introduced by Joe Pyle, local agent of

Fort Worth and a member of the house insurance committee, is based on several contentions: That it would disrupt the present system of business operations; that it makes violation a criminal offense, whereas agency operations are part of the civil code; that there are already adequate laws controlling coercion, and that it is part of a national program, since a similar measure was recently killed in the Illinois legislature.

The bill permits the requiring of adequate insurance coverage, but pointedly preserves for each citizen the "free right to choose his own agent or carrier." Penalties for violation range from fines of \$100 to \$500 and/or imprisonment for 30 days to six months.

Eaton Named V.-P. of Manufacturers Casualty

Arthur B. Eaton has been named vice-president of Manufacturers Casualty and will be in charge of underwriting in the eastern department.

Mr. Eaton started in insurance in 1928 with North America, and was with that group for 15 years in production and management capacities in the east and midwest, at one time being manager at Cleveland. Later for a while he was with Royal-Liverpool group.

New Hampshire Agents Hold Midyear Meeting at Laconia

A program of five speakers featured the all-day midyear meeting of New Hampshire Assn. of Insurance Agents at Laconia Wednesday.

The meeting began with the showing of a motion picture by the Mountain Field Club. Guy O. Thomas, American Fidelity, discussed the New York method of filing under the financial responsibility law, and Louis B. Heaton, Jr., New Hampshire Fire, talked on "Schedule Rating."

After the luncheon talks were given by Aubrey Robinson, state fire marshal, on arson; Ray Montgomery, Travelers Indemnity, on "Possible Effects of Current Workmen's Compensation Legislation," and George B. Salter, vice-president of Providence Washington on "The One-Write Policy."

Wolverine Managers Confer

Branch managers and field men of Wolverine attended a three-day conference at the home office at Battle Creek last week and discussed plans for the expansion of business including development of additional casualty lines. The company has now moved into its new home office, the Wolverine Tower.

Four New Assn. Members

Four new companies have been elected members of Assn. of Casualty & Surety Companies—National Fire, Mechanics & Traders, Franklin National and Transcontinental. This brings all companies in the National of Hartford group into membership and raises the total to 88.

V. O. Walsh, formerly of Macworth Adjustment Co., has been appointed manager of the casualty department of the newly-formed Underwriters Adjustment Bureau at Montreal.

George A. Conner, manager of the fidelity department at the home office of Fidelity & Deposit, is the speaker at the March 15 meeting of Mid-West Insurance Buyers Assn. at Chicago. His topic is "Dishonesty Coverage."

Wayne Guthrie, editor of the Indianapolis News and a witness at the first Bikini atom bomb test, spoke at the dinner meeting of Indiana Casualty Underwriters Assn. on "Ringside at Bikini."

O'Hanlon Reports has opened a new office at 12 North 9th street, Richmond, to handle the entire state of Virginia.

D. M. Firmin is manager. He has been with O'Hanlon at Philadelphia.

1926 — TWENTY-FIFTH ANNIVERSARY — 1951

Statement

AT THE CLOSE OF BUSINESS DECEMBER 31, 1950

ASSETS		LIABILITIES	
Cash in Banks and Office	\$1,556,287.87	Reserve for Losses	\$4,574,278.51
U. S. Government Bonds	7,566,489.00	Reserve for Unearned Premiums	2,176,967.00
Railroad Bonds	48,750.00	Reserve for Taxes, Expenses, etc.	834,778.39
Stocks	789,933.00	Reserve for	
Premiums in course of collection not		Contingencies	\$ 450,000.00
over 90 Days	277.79	Capital-Paid in	1,000,000.00
Accrued Interest	39,131.19	Net Surplus	1,000,000.00
Reinsurance Recoverable	34,010.87	Surplus as Regards Policyholders	2,450,000.00
Other Assets	1,144.18	Total	\$10,036,023.90
Total Admitted Assets	\$10,036,023.90		

Note: Eligible bonds amortized. Other bonds and stocks at convention market value. Securities carried at \$526,307.18 in the above statement are deposited as required by law.

BOARD OF DIRECTORS

WILLIS H. BOOTH
Member Executive and Finance Committees
International Business Machines Corp.

WILLIAM J. CONSTABLE
President of the Company

JAMES D. CUNNINGHAM
President
Republic Flow Meters Co.

HORACE C. FLANIGAN
Chairman
Manufacturers Trust Company

FREDERICK E. HASLER
Director
Chemical Bank & Trust Co.

WILLIAM H. HEINEKE
Resident Vice President
American Motorists Insurance Co.

ROBERT P. HOOPER
President
Wm. E. Hooper & Sons Co.

FREDERICK B. HUFNAGEL
Retired

HATHAWAY G. KEMPER
President
American Motorists Insurance Co.

JAMES S. KEMPER
Chairman
Lumbermens Mutual Casualty Co.

HENRY H. LEARNARD
President
S. S. Learnard Co.

JAMES L. MADDEN
Second Vice President
Metropolitan Life Insurance Company

WALTER R. MENGELBERG
Vice President
Lumbermens Mutual Casualty Co.

FLETCHER W. ROCKWELL
Director
Irving Trust Co.

EARLE S. THOMPSON
President
The West Penn Electric Co.

FRANK F. WINANS
Chairman Finance Committee
of the Company

EXCESS

INSURANCE COMPANY OF AMERICA

NINETY-NINE JOHN STREET • NEW YORK 38, NEW YORK

SIX EAST 11TH STREET • KANSAS CITY 6, MISSOURI

CASUALTY, FIRE, FIDELITY & SURETY REINSURANCE

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Study of TDB Experience by N. J. Advisory Council

In its first report, the Advisory Council on Disability Benefits in New Jersey recommends increasing the maximum amount from \$26 to \$30, while retaining the basic formula of 1/22 of earnings in the high quarter of an employee's base year. It opposes the addition of benefits for maternity, dependents and hospital. It makes no recommendation now on extending the law to one or more employees, as against the present four or more. It recommends increasing administrative expenses from 6 to 8% of contributions received from employers insured under the state fund.

The council has two insurance members, Edmund B. Whittaker, vice-president of Prudential and Francis Van Orman, vice-president and general counsel of the American group. Mr. Van Orman is chairman of the council, which has four members representing labor, two representing employers, and two representing the medical profession. Its purpose is to study the administration and operation of the act; aid in formulating policies, rules and regulations; consult and advise with the executive director, and report to the governor and legislature by March 1.

Private Plans Increase

The report indicates a tendency for the number of employers covered by private plans to increase. On Dec. 31, 1949, 15,576 private plans covered 841,000 employees; Dec. 31, 1950 these figures were 16,603 and 922,525. Benefits paid by insured private plans in 1949 totaled \$8,294,000, in 1950 \$11,500,000; self-insured private plans in 1949 paid benefits of \$4 million, in 1950 \$5 million; the state plan and sick unemployed paid in 1949 \$3,418,000 and in 1950 \$5 million. At the end of 1950 about 1,350,000 were covered under the law, 920,000 under private plans and 430,000 under the state fund.

Under the present system about 30,000 workers, particularly new entrants to the labor market, are ineligible for benefits immediately but have to wait until they have built up a wage history over a period of at least six months. The council favors making benefits available earlier to these employees.

Claim Frequency Low

The disability claim frequency has been 6% per year, that is six of every 100 workers covered under the state fund; and the duration of the claim 7½ weeks. This varies greatly with current statistics of several large insurers writing private plans, which indicate that the claim frequency under a plan providing non-occupational sickness and accident benefits, excluding maternity, commencing with the eighth day and running for a maximum of 26 weeks are 10% annually for males and 13% for females, with an average claim duration of about six weeks following the one week waiting period. These rates apply to employed persons only and hold good only during normal peace time employment.

One insurer submitted its experience for war time, when work and work week changed radically almost overnight. This indicated a claim cost 50% greater than in peace. However, losses were mainly in large war plants whose labor force had been expanded tremendously during the war to include persons not normally attached to the labor market. Instead of young, healthy men working 40 hours a week, these plants had to hire elderly married women working 60 hours a week who could not stand the strain.

While some increases might be expected in the claim cost under the state fund in the event of a total war economy, it is unlikely that the strain would be as great on the state fund as on private plans because the state fund is comprised largely of the smaller risks.

Claim experience under the state fund

is relatively low. One reason is, the public perhaps does not completely realize they are entitled to benefits. This was demonstrated by the increase in state fund claims for 1950 over 1949. Also, a number of small employers, though they have no formal salary continuance arrangement, do continue to

give full pay to workers who are out sick for varying periods, depending on how good their work is, how long they have been with the employer and how prosperous his business is.

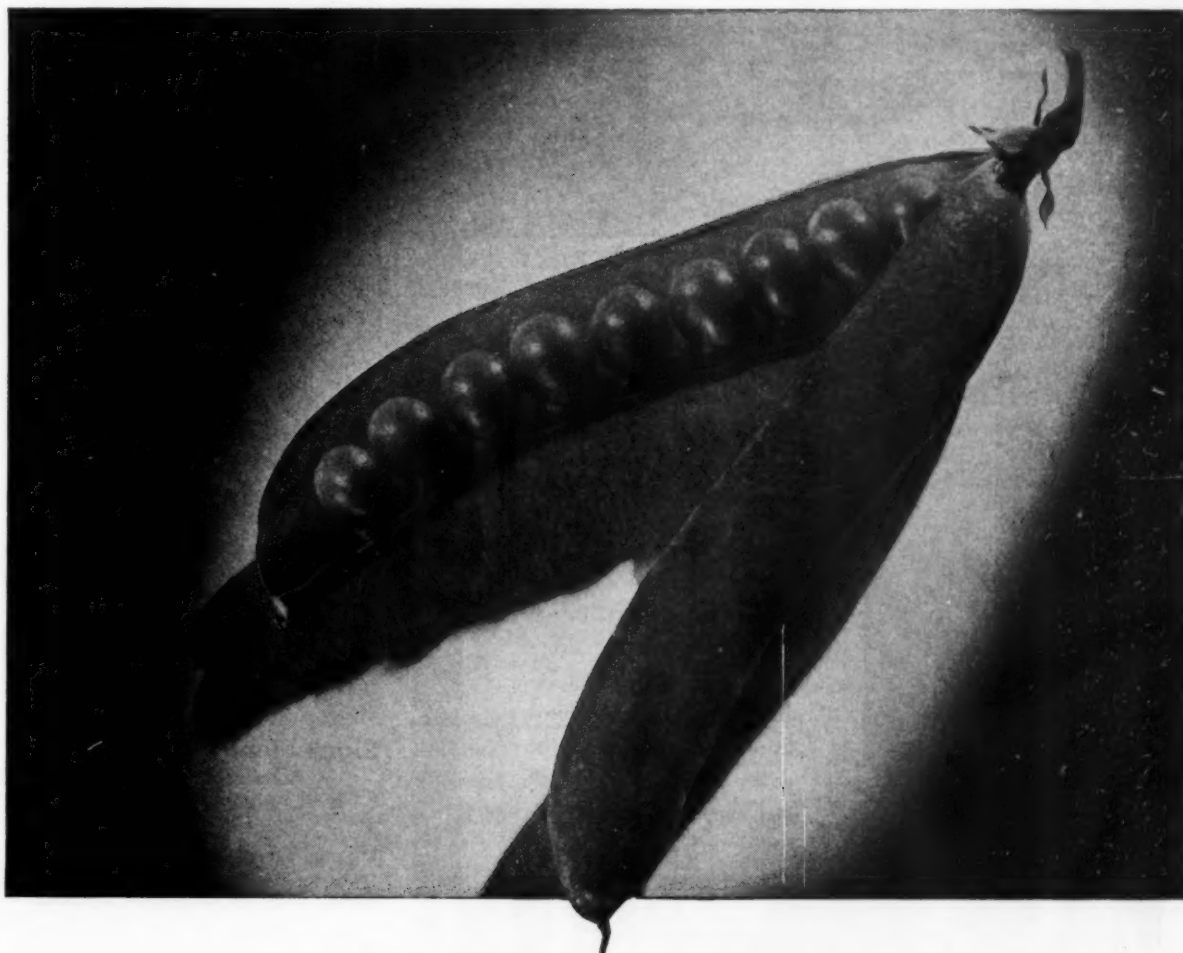
A third reason, perhaps more important than the others, is the idea, backed up by the opinion of some experienced actuaries, that claim frequency among small groups, which comprise a relatively large part of those insured in the state fund, will always be somewhat lower than among employees who work for large concerns. This is because of the more personal

relationship of management in the small firm, the greater disruption of work occasioned by the absence of one employee, etc.

The council's study shows that as claim frequency increases, the claim duration is decreased by one-fourth of a week for each increase of 1% in the claim frequency, since a greater number of claims means paying a relatively larger number of short claims. A claim frequency of 9% and a duration of 6¾ weeks seems to represent a reasonable actuarial estimate as to the

(CONTINUED ON PAGE 31)

"Unforeseen events . . . need not change and shape the course of man's affairs"



Peas aren't people

People are different—all of them. You can never predict when a person—perhaps one of your own employees—will suddenly step out of line and do a dishonest act.

Abscondings, embezzlements and other employee defections have ruined or embarrassed many a business. For all employers run the risk of financial loss from employees' dishonesty. It is up to the employer to protect his interests.

A blanket Maryland Fidelity Bond arms a company against possibility of loss from employee

dishonesty. You can get a Fidelity Bond to cover every person on your payroll, whether your business is large or small. You can get a Fidelity Bond in any amount you need. And when you do get one of these bonds, you are investing in *guaranteed honesty*—the best policy for any business.

Call your Maryland agent or broker today. He'll be glad to give you details about a Fidelity Bond fitted to your own requirements.

Remember: because your Maryland agent knows his business, it's good business for you to know him.

MARYLAND CASUALTY COMPANY

Baltimore 3, Maryland

All forms of Casualty Insurance, Fidelity and Surety Bonds, for business, industry and the home, through 10,000 agents & brokers

Another striking advertisement designed to help Maryland agents and brokers sell more and larger blanket Fidelity Bonds.

Burglary Prospect Folder

Insurance men planning to increase their burglary insurance prospecting will be interested in the latest circular on that subject prepared by the F.C.&S. Bulletins.

This folder has a picture of a snarling, vicious dog on the cover. The material on the inside is designed to stimulate thinking about the need for insurance and is equally suitable for both personal and commercial accounts as well as for lining up prospects for the personal property floater.

Sample copies of this 5x3½ inch four-

page circular, printed on attractive blue stock, may be obtained from The Fire, Casualty & Surety Bulletins, 420 East Fourth St., Cincinnati 2, Ohio, or any National Underwriter branch office.

Prices range from \$77 for 5,000 copies down to \$3 for 100 copies. Generous space is provided for imprinting.

Revise Ill. Plan

A revised Illinois automobile assigned risk plan, application and subscription form has been submitted to the Illinois insurance department, but it has not been finally approved.

Polio Assn. Turns Over Statistical Work to Conference

A record crowd of 85 members and guests turned out for the annual meeting of Polio Insurance Assn. at Dallas Feb. 27. Principal action taken was the turning over the association's function as a statistical agency to Health & Accident Underwriters Conference. The move was made to avoid duplication of effort and Polio association will continue as a discussion group.

C. L. Dunlap, president of United American of Dallas, was elected the new president to succeed O. R. Leverett, International Fidelity Life. New vice-president is E. F. Brewer, Republic National Life, and secretary-treasurer is Charles D. Scott, Great American Reserve. New directors elected are Mr. Leverett; J. E. Terry, Life of America, John Penner, Insuromedic Life, and Joe Scott, Oklahoma City.

Principal speaker was George B. Butler, Texas life commissioner, who declared that the A. & H. field "must clean up its own business" so as to keep the federal trade commission from prying into it. He also urged the company men to support the measures recodifying the Texas insurance laws.

It had been expected that some interesting statistics on polio coverages would be released, but returns from a questionnaire sent out by C. O. Pauley, managing director of H. & A. Underwriters Conference, were incomplete and it was decided to wait for additional information.

A representative of National Foundation for Infantile Paralysis told the association that his organization is interested in the studies and experience of the insurance companies in the polio field, and he mentioned the possibilities of cooperation in research work.

A panel discussion of underwriting and policy benefits was conducted under the direction of C. D. Scott, and G. A. Delahunty, Republic National Life, was in charge of the discussion on claims.

Signs Mont. "Comp." Bill

Gov. Bonner of Montana has signed a bill to increase workmen's compensation payments \$1.50 a week to a range of from \$21 to \$27.50, depending on the number of dependents.

Rieke Rejoins Casualty Mutual

E. H. Rieke has rejoined Casualty Mutual of Chicago as agency manager. He had left this same position last June to go to St. Petersburg, Fla., as

general manager of the Charles A. Lenz Agency. Mr. Rieke first joined Casualty Mutual in 1947 and had previously had been Illinois state manager of Republic Indemnity, special agent for Highway Mutual Casualty, casualty manager for the R. A. Napier agency, underwriter for Kurt Hitke & Co. and casualty manager for the Engelhard-Krogman agency, all of Chicago.

Honors Veteran Director

Directors of Hartford Steam Boiler presented a silver tray to John O. Enders in recognition of his completion of 50 years on the board. He has served during the tenures of six of the company's seven presidents, and for 24 years has been on the finance committee.

General Bonding in N. M.

General Bonding & Insurance of Oklahoma City has been licensed in New Mexico and has appointed Homer Bray Agency and Pacific Service Company as general agents.

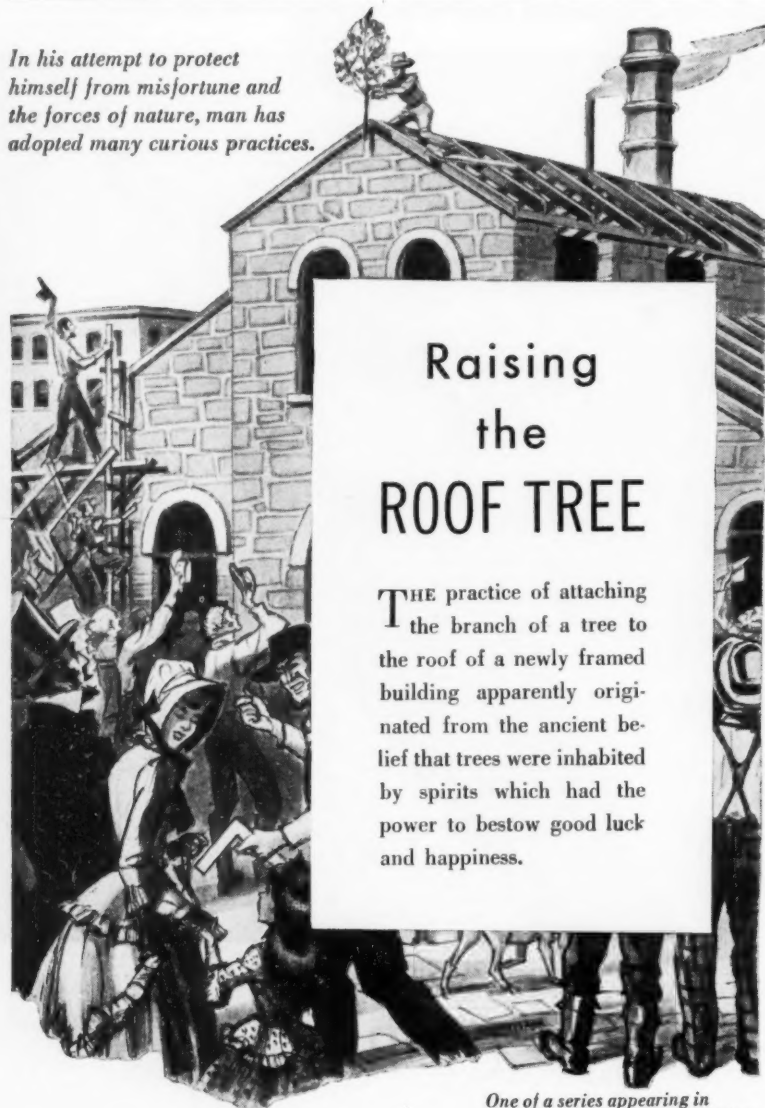
The Chicago office of Peerless Casualty has moved to 309 West Jackson boulevard.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago
March 6, 1951

	Div.	Bid	Asked
Aetna Casualty	3.00*	97	100
Aetna Fire	2.25*	55	56½
Aetna Life	2.50*	70	72
American Alliance	1.50*	27½	28½
American Auto	2.00*	42	45
Am. Equitable	1.50	25	26½
American (N. J.)	1.00	20	22
American Surety	3.00	56½	58
Boston	2.65*	55½	57
Camden Fire	1.15*	22½	23½
Continental Casualty	2.50*	66½	67½
Fire Association	2.60	60½	62
Fireman's Fund	1.60	47½	49
Firemen's (N. J.)	.70	21	22
Glens Falls	2.30*	53	55
Globe & Republic	.80	12½	13½
Great American Fire	1.50*	33	34½
Hanover Fire	1.60	33½	34½
Hartford Fire	3.00*	123	125
Home (N. Y.)	1.80	34¾	35¾
Ins. Co. of North Am.	5.50*	127	129
Maryland Casualty	.80	20	21
Mass. Bonding	1.60	27½	29
National Casualty	1.50*	32½	35
National Fire	2.50*	61	63
National Union	1.60	35	36½
New Amsterdam Cas.	1.50	35½	37
New Hampshire	2.20	41	43
North River	1.20	27	28
Ohio Casualty	.80	52	Bid
Phoenix, Conn.	3.00*	80	82
Preferred Accident	...	3¾	3¾
Prov. Wash.	1.50*	30	31
St. Paul F. & M.	3.00	122	125
Security, Conn.	1.60	33½	34½
Springfield F. & M.	2.00	45	46½
Standard Accident	1.60	34	34
Travelers	14.00*	574	583
U. S. F. & G.	2.00	49	51
U. S. Fire	2.40	67½	69

*Includes extras.



Raising the ROOF TREE

THE practice of attaching the branch of a tree to the roof of a newly framed building apparently originated from the ancient belief that trees were inhabited by spirits which had the power to bestow good luck and happiness.

One of a series appearing in business and consumer magazines.

TODAY, businessmen, their architects and engineers specify CONTRACT BONDS for sure protection against loss due to non-completion of a contract. If you have a new project under consideration have our agent in your community arrange this vital protection for you. Call him before your specifications are drawn up!

AMERICAN SURETY GROUP

AMERICAN SURETY COMPANY
NEW YORK CASUALTY COMPANY
SURETY FIRE INSURANCE COMPANY

100 Broadway, New York 5, N. Y.



FIDELITY • SURETY • CASUALTY • INLAND MARINE • ACCOUNTANTS LIABILITY



"YOU MEAN YOU ALLOW THAT LITTLE MONSTER TO RUN AROUND LOOSE WITHOUT LIABILITY INSURANCE?"

NEW YORK 1950 DIRECT CASUALTY WRITINGS AND NET LOSSES INCURRED

	Total Premia and Losses	Work. Comp. Premia and Losses	Other Liab. Premia and Losses	Auto. Liab. Premia and Losses	Auto. P.D.L. Premia and Losses	Fidel. Premia and Losses	Surety Premia and Losses	Plate Glass Premia and Losses	Burg. Theft Premia and Losses
Acc. & Cas.	1,347,121	287,822	191,653	419,381	136,764	4,398	6,861	46,001	159,248
Aetna Cas.	19,090,470	5,341,001	2,500,806	6,093,777	2,211,291	263,710	665,573	264,039	904,323
Aetna Life	9,798,693	4,180,830	1,008,129	2,990,195	982,678	70,731	47,412	84,698	321,651
Allstate	13,108,458	3,733,355	—	8,184,579	2,824,632	—	—	—	—
Amal. Mut. Au.	692,570	—	—	692,570	—	—	—	—	—
Am. Auto	2,352,738	536,442	268,862	783,404	287,751	22,015	3,814	23,367	86,802
Am. Empl.	2,039,537	388,890	257,456	654,032	265,136	23,675	134,828	34,095	77,059
Am. Fid. Fire	1,191,469	—	—	846,588	344,881	—	—	—	—
Am. Fid. & C.	100,723	—	—	100,723	—	—	—	—	—
Am. G. & L.	2,649,807	374,222	273,486	1,103,395	427,346	133,240	—	—	—
Am. Mut.	8,015,606	2,593,600	420,841	3,139,594	1,177,455	11,204	4,426	21,117	25,975
Am. Mut. Liab.	10,549,457	7,396,968	840,865	951,200	379,536	33,943	—	9,097	28,671
Am. Natl.	2,168	—	—	1,392	776	—	—	—	—
Am. Polchid.	981,372	224,893	371,772	165,070	60,799	—	—	—	—
Am. Re.*	1,848,695	156,941	241,970	693,131	77,810	147,000	379,795	13,891	30,019
Am. Surety	6,557,804	1,338,550	683,503	1,907,817	733,756	566,180	729,095	76,597	257,123
Assoc. Ind.	1,500,004	1,077,418	167,893	103,598	36,949	—	—	—	—
Atlantic Mut.	2,521,626	697,979	294,135	983,099	313,679	—	—	—	—
Bankers Ind.	987,224	251,585	179,332	313,225	118,094	—	—	—	—
Boston	1,357,809	373,876	181,115	431,033	188,659	—	—	—	—
Car & Gen.	327,210	111,260	28,003	121,210	44,239	1,898	3,572	2,623	10,257
Central Sur.	897,969	184,204	123,961	309,051	111,919	10,809	39,891	22,717	47,655
Citizens Cas.	189,301	22,967	32,734	93,718	29,864	—	—	—	—
Citizens, N. J.	1,978	—	—	1,426	552	—	—	—	—
Columbia Cas.	642,558	115,189	93,201	200,832	74,121	12,502	46,847	13,891	30,019
Commer. Cas.	6,358,745	575,410	648,455	2,149,063	787,854	14,106	24,758	119,818	248,620
Conn. Ind.	1,281,979	171,720	105,262	430,311	164,416	—	—	—	—
Cons. Tax. Mut.	2,695,947	394,330	216,265	938,621	308,621	—	—	—	—
Cont. Cas.	17,411,856	2,186,839	1,319,735	2,814,781	1,026,140	158,227	501,566	296,140	459,386
Cos. Mut. Cas.	4,682,905	2,865,079	635,002	687,393	234,052	—	—	—	—
Centennial	2,056,376	1,195,480	315,761	288,812	115,634	—	—	—	—
Century Ind.	8,186,430	1,710,498	1,112,551	2,944,590	1,090,717	140,411	233,205	179,294	390,731
Elec. Mut. Liab.	393,665	335,422	7,378	35,016	16,322	—	—	—	—
Empl. Fire	2,940	—	—	2,068	872	—	—	—	—
Empl. Liab.	5,722,009	1,839,354	1,132,121	1,214,015	453,077	118,530	101,925	72,805	292,989
Empl. M., Ws.	15,809,405	10,245,623	2,430,444	1,587,096	579,397	30,726	—	54,017	114,124
Empl. Reins.*	1,754,716	257,479	130,376	511,299	58,473	—	—	—	—
Excess*	1,026,411	63,844	130,427	35,520	1,381	—	—	—	—
Exch. Mut. Ind.	1,069,558	1,027,996	84,063	508,146	236,173	—	—	—	—
Faet. Mut. Liab.	1,967,869	—	—	1,137,183	403,388	—	—	—	—
Farm Bur., O.	4,339,516	347,380	258,263	2,349,604	190,675	—	—	—	—
Federal	666,867	—	—	511,721	155,146	—	—	—	—
F. & C.	16,656,333	3,118,579	2,898,094	4,755,477	1,686,587	342,300	240,990	271,742	690,830
F. & D.	8,293,005	2,187,358	1,763,229	2,593,528	976,438	—	—	—	—
Fire. Assn.	530	—	—	341	189	—	—	—	—
F'man's F. Ind.	8,873,368	1,794,486	885,736	3,303,098	1,255,057	43,915	67,194	130,887	356,146
Fr'hlin Natl.	6,646	—	—	4,964	1,682	—	—	—	—
General Acc.	8,711,855	935,806	721,959	4,538,461	1,633,078	1,624	—	56,937	153,666
Gen. Re.*	1,100,609	152,147	77,941	202,192	—	—	—	—	—
Gen. Cas. Wash.	372,543	18,981	56,714	147,052	55,571	1,174	62,195	13,899	14,352
Gen. Trs. C. & S.	4,079,340	113,344	39,309	117,450	31,900	5,676	34,251	8,158	14,186
Glens Falls Ind.	6,862,867	1,504,509	1,067,425	2,183,032	909,038	67,555	139,071	116,324	265,977
Globe Ind.	10,405,892	2,110,701	1,368,483	3,558,472	1,281,315	79,111	52,282	236,346	444,129
Govt. Empl.	125,821	—	—	58,385	21,378	—	—	—	—
Great Amer.	50,157	—	—	38,334	11,823	—	—	—	—
Grt. Am. Ind.	6,651,167	1,376,907	1,045,211	2,538,612	916,097	53,987	72,938	148,097	176,800
Gr. N.Y. T.P.M.	3,189,493	—	—	3,141,736	—	—	—	—	—
Guar., N. A.*	85,870	—	—	85,870	—	—	—	—	—
Hardw. Ind.	906,203	122,452	84,008	463,911	179,341	—	—	—	—
Hardw. Mut.	2,998,519	1,047,135	136,310	995,419	379,358	—	—	—	—
Hartford Acc.	23,989,318	6,111,758	3,495,993	7,104,027	2,668,448	519,199	501,434	342,288	108,367
Home Ind.	6,088,264	917,084	916,820	2,492,638	886,094	38,585	30,502	190,986	465,981
Ideal Mut.	496,009	336,330	19,404	106,862	33,037	—	—	—	—

	Total Premia. and Losses	Work. Comp. Premia. and Losses	Other Liab. Premia. and Losses	Auto. Liab. Premia. and Losses	Auto. P.D.L. Premia. and Losses	Fidel. Premia. and Losses	Surety Premia. and Losses	Plate Glass Premia. and Losses	Burg. Theft Premia. and Losses
Ind., N. A.	11,824,027	2,475,552	1,657,470	2,340,753	900,354	665,683	617,511	99,837	427,595
N. Y. Prt. & Bk.	6,258,259	1,984,943	1,271,886	1,130,616	520,529	278,827	39,249	31,897	142,187
Intl. Fid.	402				235	7,323			
Inter. Mut.	3,134,274	1,628,095	177,441	960,218	344,477		309	93	
Jamestown Mut.	2,304,673	1,197,569	103,282	691,537	209,585				
Liberty Mut.	31,502,464	17,266,099	2,701,713	5,277,034	1,958,716	208,901	200	52,292	185,139
Lon. & Lane.	2,223,190	424,037	355,775	835,855	311,475	6,177	20,882	51,444	84,812
Land. Guar.	2,913,392	1,109,210	226,554	44,875	180,688	6,747	10,584	16,094	50,421
Lumb. M., N. Y.	3,055,437	2,003,581	221,274	416,550	167,025				
Lumb. M.C., Ill.	21,076,556	4,017,883	1,243,384	8,713,630	3,291,139	77,675	7,194	100,826	140,218
Mfrs. Cas.	2,202,268	334,524	101,891	276,187	310,485	16,400	361,451	23,483	52,830
Md. Cas.	7,421,578	1,382,773	890,592	2,283,339	910,883	268,043	568,092	155,226	330,944
Mass. Bond.	9,034,250	1,888,982	1,469,335	3,224,204	1,150,043	110,308	245,801	210,721	557,745
Man. Cas.	2,653,234	1,202,440	408,616						
Mass. F. & M.	26,027			10,519	6,508				
Mech. & Trad.	1,963			640	630				
Merch. Ind.	292,948		14,860	178,967	70,490			21,009	6,628
Metro. Cas.	4,110,261	344,833	400,606	1,349,796	510,361	10,167	82,237	144,184	216,140
Mich. Mut. Liab.	3,071,587	2,187,486	365,053	299,560	124,622			61	21
Natl. Cas.	3,084,907	175,389	93,307	175,178	60,280	6,684	15,637	18,216	26,373
Natl. Fire.	49,331	60,600	49,874	80,613	20,548	757	17	3,407	6,634
Natl. Grange	4,352,899		196,220	410,855	2,300,282				
Natl. Surety	3,454,524	145,936	146,384	355,895	57,162	200,200	40,228	40,584	271,271
New Amst. Cas.	8,688,214	2,406,744	1,173,795	2,600,002	1,008,222	74,463	249,936	246,459	367,853
Newark	82,239	1,857,172	647,293	1,776,591	611,031	32,283	65,996	77,005	153,784
N. J. Mfrs.	25,285	11,026	8,127	38,925	17,345	359	18	762	4,418
N. Y. Cas.	4,109,933	711,210	486,370	1,398,598	538,890	34,631	216,920	88,046	120,846
North Amer.	279,960	635,063	330,627	1,395,171	35,481	4,450	6,807	40,351	34,200
N.A.C. & S. Re.*	4,331,051	103,284	461,048	1,377,590	300,290	274,195	283,165		510,487
N. W. F. & M.	115	58,098	23,928	556,958	47,975	161,162	-473,783		231,671
Norwich Un.	72,765	5,700	11,707	34,543	13,065			2,859	3,357
Ocean Acc.	2,451,712	517,338	323,974	672,329	248,107	35,200	50	56,605	170,127
Old Colony	6,065	33	698	4,877	1,615	2,817	-61	23,090	54,964
Pacific Ind.	73,131	66,674	269	3,417	1,338		290		
Peerless Cas.	872,557	274,544	60,833	352,606	47	20,266	214,300		5,393
Pa. T. & F.	38,335	164,502	76,829	82,806		50,700	43,655		3,769
Pa. Mfrs. Assn.	7,713	9,666	-20	26	841				
Phila. F. & M.	10,500		237	3,920	1,887				
Phoenix Ind.	1,394,316	247,819	197,902	467,044	180,759	4,464	3,937	30,617	63,689
Potomac	11,712	433	874	3,986	2,350			185	306
Prof. Acc.	3,247,813	398,075	290,240	1,453,298	549,675	5,650	4,658	58,582	132,973
Pub. Ser. Mut.	3,879,700	1,052,456	621,535	1,685,991	461,872	1,375	-16,365	25,027	61,267
Royal Ind.	10,752,633	2,322,082	1,463,759	3,499,691	1,223,574	170,253	74,568	242,046	606,830
St. Paul-Merc.	6,524,012	1,762,374	722,929	2,394,188	715,580	46,477	527	126,525	378,669
Seaboard Sur.	811,944	204,224	77,382	476,324	157,874	6,390	11,109	14,851	14,918
Sec. Mut. Cas.	222,714	158,437	10,210	31,220	10,501	297,734	585,102		11,446
Sec. Mut. Liab.	2,844,531	640,845	1,481,208	434,878	148,162	46,367	32,554		967
Standard Acc.	5,740,623	1,066,438	546,550	1,544,485	105,978	72,881	38,510		9
Sun Ind.	3,403,290	603,100	377,800	1,337,808	455,672	17,773	14,455	26,576	58,493
State Fund.	44,703,912	44,703,912				9,402	9,686	80,342	288,707
Travelers	29,967,597	12,526,648	3,905,558	1,099,962	151,559	14	-482	42,298	86,321
Trav. Ind.	19,447,219	11,992	646,806	103,631	4,228,473	213,567	559,567	84,748	153,665
Un. Natl. Ind.	9,231,615	39,115	23,895	145,075	55,380	61,667	20,688	20,688	442,259
U. S. Casualty	4,432,611	944,032	702,224	1,558,393	595,931	13,378	46,731	117,605	241,190
U. S. F. & G.	14,251,639	3,141,128	1,199,780	4,515,551	1,605,662	360,431	531,260	408,609	889,436
U. S. Guar.	2,997,666	435,061	323,901	261,512	81,971	936,572	451,400	20,981	418,854
Univ. Ind.	82,093				80,004	-9,852	-42,823	12,931	122,415
Utilities Mut.	1,462,468	1,462,468			7,068				
Utica Mut.	11,896,326	2,754,414	410,560	3,363,778	1,474,910			22,747	20,513
Yorkshire	958,219	186,031	125,160	316,838	110,886	309	100	30,960	137,710
Zurich	9,269,868	2,785,000	1,260,948	2,480,100	883,416	-1,934	5,311	15,690	65,987

1950 New York Totals by Classes Shown

	1950	1949
Workmen's Comp.	184,801,947	138,828,101
Other Liability	62,994,195	35,473,534
Auto Liability	153,155,117	83,870,982
Auto P. D. L.	57,535,375	29,682,030
Fidelity	1,987,235	2,670,330
Surety	12,156,871	2,763,104
Glass	16,392,905	6,678,234
Burglary	1,816,922	343,825
Credit	661,197	216,683
Water Damage	4,810,996	834,475
Boiler & Mach.	123,966	26,226
Livestock	128,641,500	73,526,515
A. & H.	110,514,569	82,197,891
Hospitalization	748,406,970	457,919,213
Totals of Above Classes		

Premiums in these tables are shown on a direct writings basis and losses on a net incurred basis, except where otherwise indicated. The totals for individual casualty companies include the casualty lines shown in the accompanying tables and property damage other than auto as well as fire and allied lines when written. Individual totals for multiple line fire companies include only the classes exhibited in the accompanying

tables plus property damage other than auto. Figures of Hospital Plan, Oneida not reported at press time.

1949 figures include collision as well as auto P.D.L.

*For reinsurance companies and a few companies doing only reinsurance business in New York net premiums and net losses incurred are used.

†Hospitalization is shown on a net premiums and paid losses basis.

Other Lines

	Direct Writings	Net Losses Inc.
Acc. & Cas.	86,626	22,874
Aetna Cas.	17,118	109,160
Aetna Life	9,440,081	5,805,580
Allstate	84	
Amalgamated Life	3,233,438	3,482,023
Atlantic Mut.	91,137	76,717
Amer. Auto	104,276	52,309
Amer. Employers	83,708	42,664
Amer. Guar. & Liab.	26,696	23,523
Amer. Motorists	234,888	63,312
Amer. Mut. Liab.	606,114	235,595
Amer. Policyholders	126,604	63,522
Am. Progressive Health	579,218	217,882
American Re.*	39,269	33,340
Amer. Surety	11,437	10,187
Associated Indemnity	19,293	508
Bankers Indem.	19,172	4,491
Bankers Life, Iowa	292,685	152,915
Benefit Assn. Ry. Empl.	412,094	301,445
Berkshire Life	7,823	148
Car & General	1,666	956
Century Indemnity	294,546	98,715
Central Surety	3,827	820
Citizens Casualty	5,009	65,577
Columbia Cas.	21,998	12,687
Columbian Natl. Life	378,116	215,854
Commercial Cas.	1,771,536	969,290
Commercial Trav.	2,231,142	1,492,426
Conn. General	4,436,476	2,709,468
Cons. Taxpayers Mut.	45,506	6,106
Continental Cas.	8,552,986	3,636,259
Cosmopolitan Mut. Cas.	42,512	13,798
Eastern Cas.	155,439	383
Empire State Life	1,364,477	668,196
Employers Liab.	225,659	140,572
Empl. Mut. Liab. Wis.	370,031	268,869
Employers Reins.*	130,088	57,850
Equitable Casualty	11,372,835	7,605,490
Excess*	79,002	
Exchange Mu. Ind.	22,126	12,173
Farm Bur. Mut. Auto	80,961	52,273
Federal L. & C.	1,559,683	448,440
Fidelity & Casualty	795,025	637,782
Fireman's Fund Ind.	376,544	143,451
General Accident	447,165	190,442
General Reins.	129,998	148,312
General Trans. C. & S.	2,458	14,729
Globe Indem.	279,539	59,772
Globe Indem.	564,951	281,662
Great Amer. Indem.	82,190	13,517
Hardware Indem.	14,942	4,206
Hardware Mut. Cas.	80,409	52,821
Hartford Accident	1,111,972	325,826
Hearsthorpe	18,647	23,558
Home Indemnity	164,459	41,129
Home Life N. Y.	327,484	55,596
Indemnity of N. A.	1,754,696	539,883
Interboro Mut.	13,816	8,462
Jamestown Mutual	19,237	10,883
John Hancock	4,253,927	2,335,553
Liberty Mutual	1,442,860	1,031,281
London & Lancashire Ind.	91,096	22,674
London Guar.	18,683	6,731
Loyal Protective Life	186,228	57,207
Lumbermen Mut. Cas.	1,436,305	885,111
Lumber. Mut. Cas.	151,215	45,468
Manufacturers Cas.	49,132	15,336
Maryland Cas.	273,509	103,786
Mass. Bonding	592,424	250,485
Massachusetts Ind.	917,213	492,483
Mass. Mutual	687,618	360,329
Mass. Protective	723,156	375,020
Merchants Indem.	111	
Metropolitan Cas.	927,984	432,585
Metropolitan Life	17,432,213	9,830,471
Mich. Mut. Liab.	10,054	2,926
Monarch Life	1,518,585	669,275
Mut. Ben. H. & A.	10,824,409	7,982,627
National Casualty	2,504,561	1,490,193
National Surety	1,294	61
New Amsterdam Cas.	191,397	44,788
Newark	2,903	1,089
New York Casualty	18,723	10,701
N. A. Accident	1,246,329	390,503
N. A. C. & S. Re.*	483,991	117,138
N. Y. Pr. & Bkdr.	55,965	26,329
Norwich Union	703	162
Ocean Accident	169,198	70,411
Paul Bevere	960,652	500,954
Peerless Casualty	148,582	50,520
Phoenix Indemnity	146,018	62,724
Potomac	1,474	490
Preferred Accident	189,356	37,698

	Direct Writings	Net Losses Inc.
Prudential	6,914,839	4,075,259
Public Service Mutual	35,853	25,947
Royal Indem.	377,603	153,918
St. Paul-Mercury	26,211	12,228
Seaboard Surety	104	
Security Mut. Cas.	13,784	16,324
Security Mut. Liab.	3,811	907
Security Mutual Life	576,808	276,525
Standard Accident	217,907	55,755
State Mutual Life	572,892	171,935
Sun Indem.	152,918	32,765
Travelers	12,109,426	6,756,900
Union Casualty	1,640,197	552,906
Union Labor Life	1,326,267	688,534
Union Mutual Life	342,624	74,789
United National Ind.	252	
U. S. Casualty	62,109	18,812
U. S. P. & G.	322,113	123,898
U. S. Guarantee	14,947	
U. S. Life	959,069	541,054
Utica Mutual	113,298	67,732
Victory Mutual	1,913	27
Yorkshire Indemnity	1,168	65
Zurich	1,154,380	820,681

BOILER & MACHINERY

Aetna Casualty	1,031	569
Amer. Employers	76,879	4,619
Amer. Guar. & Liab.	124,407	20,400
Amer. Motorists	27,436	3,815
Amer. Reins.*	13,157	
Employers Liab.	212,569	3,611
Employers Reins.*	61,953	400
Fidelity & Casualty	438,846	46,288
General Accident	2,754	13
General Reins.*	11,303	
Globe Indemnity	124,254	9,494
Hartford Steam Boiler	1,262,547	349,527
London Guarantee	31,667	3,559
Lumbermen Mut. Cas.	517,565	57,770
Maryland Cas.	84,342	15,480
Mass. Bonding	12,938	190
Mutual Boiler	458,058	77,940
Newark	2,754	
N. A. C. & S. Re.*	40,073	17,240
Ocean Accident	224,886	48,520
Phoenix Indemnity	11,514	3,471
Royal Indemnity	204,393	16,862
Security Mut. Cas.		3,585
Travelers Indemnity	891,235	192,824

LIVESTOCK

Hartford Livestock	123,966	26,226
Amer. Credit Indem.	619,143	38,743
Employers Reins.*	178,852	14,019
General Reins.*	107,564	17,755
London Guarantee	739,232	20,729
No. Amer. C. & S. Re.*	172,131	252,379

WATER DAMAGE

Metrop. Cas.	1,039	1,332
Home Indem.	423	
Aetna Cas.	579,351	151,804
U. S. P. & G.	7,222	4,422
N. A. Guar.	10,556	3,190
Phoenix Ind.	891	347
London Guar.	31,667	20,729
Ocean Acc.	8	581
Commercial Cas.	1,191	1,064
Mid. Cas.	28,517	27,622
Great Am. Ind.	332	592

HOSPITALIZATION

	Net Prema.	Paid Losses
Assoc. Hosp. N. Y. C.	\$63,487,436	\$48,643,485
Assoc. Hosp. Albany	3,739,219	3,285,538
Central N. Y. Med. Plan	353,122	245,909
Chautauque Region	329,979	258,991
Farm Bureau M. Auto	80,202	22,923
Genesee Valley Med.	754,857	493,947
Group Health, Inc.	699,678	480,757
Grp. Hosp. Serv. N. Y.	3,340,972	2,874,765
Health Plan N. Y. C.	7,386,855	5,649,822
Health Service	550	688
Hosp. Serv. Corp. W.N.Y.	6,953,967	5,665,888
Med. & Surg. Care	2,288,330	1,802,730
N.E. N. Y. Med.	802,314	59,822
N. Y. High School Ath.	102,352	68,563
Rochester Hosp. Serv.	3,925,198	3,704,593
United Med. Serv.	14,380,489	7,063,891
Western N. Y. Med.	1,888,540	1,395,881

*Losses are shown on a net paid basis.

Argue Cal. Auto Case

WASHINGTON — California State Automobile Assn. Inter-Insurance Bu-

reau vs. J. R. Maloney, California commissioner was scheduled for argument before the U. S. Supreme Court March 8 or 9 by Moses Lasky for appellant and Edmond P. Brown for appellee.

Before the arguments, the court received Maloney's reply brief, also an application from Nathaniel L. Goldstein, New York attorney general, and brief filed by him as amicus curiae.

The latter argues a state may validly require insurers as a condition of continuing authority to do business to subscribe to a plan for the equitable apportionment of risks of the kind required by its auto financial responsibility law. The California reciprocal objects to insuring non-members of the auto club under the assigned risk law.

W.U.A. to Fete State Association Secretaries

Western Underwriters Assn. is to be host at a luncheon at Memphis, March 13, for state association secretaries in W.U.A. territory. This will take place during the midwest territorial conference of N.A.I.A. This will be an informal get-together. E. H. Born, manager, and W. G. Dithmer, assistant manager, will represent W.U.A., while the state secretaries will be: Miles O. Moore, Jr., Arkansas; W. W. Hamilton and Mrs. Lillian Herring, Illinois; H. E. McClain and J. W. Thompson, Indiana; P. J. Mast, Iowa; A. H. Kenna, Kansas; P. B. Bethel, Kentucky; W. O. Hildebrand, Michigan; G. W. Blomgren, Minnesota; B. G. Gregory, Missouri; R. C. Allgood, Nebraska; Howard D. Berget, North Dakota; T. M. Gray, Ohio; T. R. Weaver, Oklahoma; A. A. Fahy, South Dakota; G. L. Goss, Tennessee, and Urban Krier, Wisconsin.

Vote Against Stock Split

Stockholders of Travelers at the annual meeting rejected a non-administration proposal to split shares by reducing the par value. The resolution was introduced by Francis W. Hill, Jr., of the Washington law firm Hill & Crenshaw. Francis W. Cole, chairman of Travelers, in a review of considerations given a similar resolution offered by Mr. Hill in 1949, revealed that directors had ruled against it at that time. A voice vote indicated that stockholders do not favor such action now.

Mr. Hill, trustee of an estate, owns 344 shares of Travelers. He argued for a broad market for the stock, and a price within reach of masses of the people. A split, he said, would encourage investment by employees, broaden the investment field and by increasing the number of stockholders probably increase business and improve public relations. He argued that of some 1,300 stocks listed on the New York stock exchange only three sell for more than \$200, and cited General Motors as an example of the happy results of a stock split.

Mr. Cole explained that directors had given the matter serious thought in 1949, studied the results of stock splits by other Hartford companies, and decided that Travelers had had equally favorable growth.

Par value changes can't be made by Travelers without special legislation. No such bill is now pending before the general assembly. One presented at a previous session died in committee.

Seven New Bureau Members

New companies elected to membership in National Bureau of Casualty Underwriters are Law Union & Rock, Orient, Safeguard and London & Lancashire of the London & Lancashire group; North River, United States Fire and Westchester of Crum & Forster group. There are now 81 member companies in the bureau.

Carroll R. Heft spoke at a dinner meeting of Insurance Women of Racine, Wis. Plans were told for a public benefit card party, March 29.

COMPENSATION

Domestic "Comp" Insurers Get Tax Break in N. C.

RALEIGH, N. C.—The joint finance committee of the North Carolina legislature has approved an amendment to the state revenue act to set the tax rate on domestic workmen's compensation insurers at 1.6%, in line with other types of insurers. The rate for foreign companies remains at 4%, which now applies to all companies writing that type of insurance.

When the present law was written there were no North Carolina companies writing compensation business. There now are three of them.

Propose O. Monopoly Probe

A substitute bill calling for an investigation of the workmen's compensation law has been offered in the Ohio senate. The commission would consider whether Ohio should have a monopoly.

George J. Bush Retires

George J. Bush, cashier and credit manager of the California state compensation fund at San Francisco, has retired after more than 37 years service. He was the second person employed after the fund was organized, has served as cashier since 1914 and was named credit manager in 1937.

Pa. Bills Affect W. C.

Several bills have been introduced in the Pennsylvania legislature affecting workmen's compensation insurance. One would increase maximum workmen's compensation payments from \$25 to \$35 a week, and otherwise liberalize the law.

Another would amend the law by authorizing payment of compensation for a period starting immediately after disability begins, thereby eliminating the present seven-day waiting period. Still another would increase occupation disease maximum payments from \$25 to \$35 a week; eliminate the medical board of occupational disease and place its functions under the workmen's compensation system, and further liberalize the occupational disease law.

Cite Lessons of Mich. Fire

Waldo O. Hildebrand, secretary-manager of Michigan Assn. of Insurance Agents, speaking at a meeting of Lansing Rotary Club, mentioned that if a recommendation had been followed in 1943 that the state capital building purchase for \$7,000 a sprinkler system, the recent \$5 million fire in that building could have been held to a minor loss.

Richard E. Vernor, fire prevention manager of Western Actuarial Bureau, the main speaker, told the group that the fire should bring home the necessity of taking prevention measures in their own stores.

Hogue Tenn. Chairman

O. L. Hogue of the Loyalty group was elected chairman of the governing committee of Tennessee automobile assigned risk plan at the annual meeting at Nashville. Other members of the committee are M. L. Blodgett of Liberty Mutual; C. L. Van Antwerp, State Farm Mutual Automobile; E. R. Timberg, St. Paul-Mercury Indemnity and Frank McRoberts of the Bruce Dodson organization. The manager is S. C. Southard of Birmingham, Ala.

Martin T. Archer has been appointed manager of the New York office of George F. Brown & Sons of Chicago. Joseph G. Sullivan, Jr., has been appointed assistant secretary at New York. Mr. Archer was formerly with Excess Underwriters and Security Mutual Casualty.

TDB in N (co

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TDB Experience in N. J. Studied

(CONTINUED FROM PAGE 27)

cost to be experienced by the fund some years from now. The council emphasizes that its major consideration is solvency of the fund in future years when claim costs have stabilized.

Problem of Sick Unemployed

The increase in benefits to \$30 would not unduly strain the state fund for sick employed but the proposed change might jeopardize the solvency of the fund for sick unemployed, especially in times of high unemployment. However, the fund for sick unemployed has an available reserve of \$660,000, an adequate cushion at least until further legislation can be passed.

The council turned down maternity benefits because of the probable cost of \$504,000 for 1951 on the \$26 base and \$554,000 on \$30. Cost of dependent benefits of an additional \$3 a week for each of the first three dependents including a dependent wife were estimated at \$792,000 with a 6% claim frequency, \$1,116,000 with a 9% claim frequency and \$1,232,000 with an 11% claim frequency. The cost would be considerably less if the dependents benefit covered dependent children only, as in Connecticut and Massachusetts. The addition of dependent benefits would also increase considerably operating expenses of the department.

Need Hospital Cost Control

The addition of hospital benefits, as in California, would be a most undesirable innovation, both on general principles and administratively, according to the council. Correlative legislation controlling the price of hospital services would be necessary since the state cannot safely promise full hospital services to insured persons without having some control over the cost of the services. Neither can the state promise a substantial cash hospital benefit without either controlling its use or having a large part of it wasted. The cost of a full fledged hospital program would be substantial. If dependents' hospital cover were included, along with employee coverage, the new appendage would cost more than the rest of the disability benefits program. The council suggested a full study by some impartial group to consider the effect of such new coverage not only on insurance but upon the hospitals themselves.

Three large insurers made their statistics available to the council which show that among employed persons seven out of 100 will go to the hospital as in patients each year for causes other than maternity or illnesses compensable under workmen's compensation laws. These figures are confirmed by the actuary of the Hospital Service Plan of New Jersey. The average duration of hospitalization for insurance company plans, which generally provide a maximum of 31 days, is nine days, but if the maximum were reduced from 31 to 12, the average of nine days would probably be reduced to seven. The council estimates the additional cost of hospitalization benefits for employees only is \$1,988,000 at \$26 a week and \$2,044,000 at \$30. That is for employed sick only. In the case of sick unemployed, the council made no recommendation regarding an increase in unemployment compensation benefit. It did recommend the amount of weekly benefit paid to the sick unemployed be the same as the regular unemployment compensation benefit, though not more than \$30.

Mich. Fund Slightly Bent

Approximately \$1 million from the Michigan state insurance fund probably will be used to help pay for reconstruction of the state office building which burned down with a loss last month of approximately \$5 million. The legislature is rushing toward enactment a

bill to retain \$500,000 in the fund to meet any other possible losses. The fund had only a balance of \$1½ million at the time of the fire, some \$250,000 under the statutory limit, although state properties and risks are valued at some \$250 million.

N. H. Offering March 26

The 75,000 share offering of New Hampshire \$10 par value stock is to be on the basis of one new share for each four shares held. Subject to the SEC registration statement becoming effective,

subscription warrants are expected to be mailed March 26 to stockholders of record that day with rights expiring April 15. The subscription price will be fixed just before the offering goes out.

SAMUEL BIRD, 76, chairman of Talbot, Bird & Co., died at Ft. Lauderdale, Fla., after a long illness. His home was at North Salem, N. Y., but he had been a winter resident at Ft. Lauderdale 10 years.

Born in Chadwell Heath, England, he was brought to the U. S. as a child.

He spent 18 years with Johnson & Higgins before founding Bird & Jacobs, later Samuel Bird, Jr., & Co., and eventually Talbot, Bird & Co. in 1912.

The firm was U. S. marine manager of Aetna Fire. Mr. Bird organized Universal in 1921 and Universal Indemnity in 1928. He was president until 1941 when he retired to chairman.

Talbot, Bird & Co., act also as U. S. managers of Eagle Star, world wide marine managers of General of Seattle and marine managers of Globe & Rutgers.



American Reinsurance Group

ROBERT C. REAM, *Chairman*EDWARD L. MULVEHILL, *President*

Financial Statements as of December 31, 1950

AMERICAN RE-INSURANCE COMPANY

ASSETS

Cash in Banks and Office.....	\$ 3,279,540
United States Government Bonds.....	17,834,676
State and Municipal Bonds.....	3,202,515
Other Bonds.....	368,604
American Reserve Insurance Company Capital Stock.....	3,066,571
Preferred and Guaranteed Stocks.....	2,498,340
Common Stocks.....	9,094,270
Real Estate.....	220,000
Mortgage Loans.....	64,751
Premiums in Course of Collection (not over 90 days due).....	1,318,333
Accrued Interest.....	79,403
Other Admitted Assets.....	67,043
TOTAL ADMITTED ASSETS.....	\$41,094,046

LIABILITIES

Reserve for Outstanding Losses.....	\$16,087,623
Reserve for Unearned Premiums.....	7,323,972
Reserve for Funds Held Under Reinsurance Treaties.....	604,765
Reserve for Contingent Commissions, Taxes and Other Liabilities.....	550,628
Voluntary Reserve.....	\$ 1,000,000
Capital.....	4,000,000
Net Surplus.....	11,527,058
Surplus to Policyholders.....	16,527,058
TOTAL LIABILITIES.....	\$41,094,046

Valuation of securities on National Association of Insurance Commissioners Basis. On the basis of December 31, 1950 market quotations for bonds and stocks owned (other than stock of affiliate) Total Assets would be increased to \$41,164,837 and Surplus to Policyholders to \$16,597,850.

Securities carried at \$822,460 in above statement are deposited as required by law. The sum of \$604,765 held in trust for the payment of certain losses is included in "Cash" and reflected in "Reserve for Funds Held Under Reinsurance Treaties".

AMERICAN RESERVE INSURANCE COMPANY

ASSETS

Cash in Banks and Office.....	\$ 1,791,330
United States Government Bonds.....	6,541,182
Other Bonds.....	960,740
Preferred Stocks.....	239,800
Common Stocks.....	2,054,975
Balances due from Ceding Companies (not over 90 days due).....	754,124
Accrued Interest.....	29,007
Other Admitted Assets.....	76,135
TOTAL ADMITTED ASSETS.....	\$12,447,293

LIABILITIES

Reserve for Outstanding Losses.....	\$ 1,372,021
Reserve for Unearned Premiums.....	7,150,943
Reserve for Funds Held Under Reinsurance Treaties.....	270,468
Reserve for Contingent Commissions, Taxes and Other Liabilities.....	307,778
Voluntary Reserve.....	\$ 200,000
Capital.....	1,000,000
Net Surplus.....	2,146,083
Surplus to Policyholders.....	3,346,083
TOTAL LIABILITIES.....	\$12,447,293

Valuation of securities on National Association of Insurance Commissioners Basis. On the basis of December 31, 1950 market quotations for bonds and stocks owned Total Assets would be decreased to \$12,385,787 and Surplus to Policyholders to \$3,284,577.

Securities carried at \$258,518 in this statement are deposited as required by law.

MULTIPLE LINE INSURANCE

CASUALTY • FIDELITY • SURETY • FIRE • MARINE • ALLIED LINES

99 John Street, New York 38, New York

1950 Company Results Given

Surplus in the following company reports refers to surplus to policyholders.

	Premiums	Losses
	Earned	Incurred
Amer. Fidelity & Cas. —Assets, \$20,908,621, inc., \$2,893,244. Loss res., \$7,831,375. Unearned prem., \$2,524,432. Capital, \$1,900,000. Surplus, \$5,906,090, inc., \$2,065,179.		
Aircraft phys. damage.....	5,609	2,802
Aviation liability.....	49,627	49,113
Auto liability.....	10,417,107	4,928,829
Auto prop. damage.....	3,783,752	2,564,497
Auto phys. damage.....	90,803	42,236
Aviation prop. dam.....	7,820	7,752
Cargo.....	—173	—173
Totals.....	14,354,722	7,596,059
American Fidelity Fire —Assets, \$7,431,664, inc., \$1,431,769. Loss res., \$638,102. Unearned prem., \$1,295,917. Capital, \$550,000. Surplus, \$1,789,447, inc., \$405,842.		
Crop-hail.....	202,517	81,791
Inland marine.....	—1,512	—1,512
Aircraft phys. dam.....	58,794	11,430
Auto liability.....	753,250	453,621
Auto prop. damage.....	326,494	247,286
Auto phys. damage.....	1,259,702	741,191
Totals.....	2,600,759	1,533,808
American Reserve, N. Y. —Assets, \$12,447,293, inc., \$2,036,069. Loss res., \$1,300,740. Unearned prem., \$7,150,943. Capital, \$1,000,000. Surplus, \$3,346,083, inc., \$436,071.		
Fire.....	4,338,841	1,709,789
Ext. coverage.....	743,587	442,340
Torn, wind, hail.....	50,350	74,687
Sprinkler & water dam.....	12,578	5,782
Expl., riot, etc.....	4,248	3,120
Earthquake.....	18,060	—68
Crop-hail.....	150,674	55,945
Ocean marine.....	204,383	72,460
Inland marine.....	227,301	126,297
Aircraft phys. dam.....	5,906	1,279
Auto phys. damage.....	70,075	35,045
Totals.....	5,826,003	2,526,676
American Universal —Assets, \$2,210,429, inc., \$1,248,366. Loss res., \$207,766. Unearned prem., \$959,055. Capital, \$200,000. Surplus, \$368,376, inc., \$163,369.		
Fire.....	34,298	24,443
Ext. coverage.....	1,913	3,822
Torn, wind, hail.....	34	51
Sprinkler & water dam.....	689	232
Earthquake.....	5,237	6,427
Ocean marine.....	12,212	10,974
Inland marine.....	480	543
Aircraft phys. dam.....	3,670	1,541
Accident.....	1,060	401
Workmen's comp.....	24,066	19,743
Auto liability.....	25,020	14,451
Auto prop. damage.....	8,636	9,772
Auto phys. damage.....	728,490	367,642
Prop. dam. (not auto).....	3,253	1,623

A Dependable Market for Difficult Lines

As agents of Underwriters at Lloyd's, London, we are enabled to furnish immediate binders, and our daily cable service expedites the placing of many unusual risks, such as the following:

Abstractors Liability
Accident and Sickness
Accountants Liability
Accounts Receivable
Automobile Liability and Property Damage
Aviation—Hull Liability and Accident
Boiler and Machinery
Bonds
Burglary
Chattel Mortgage Non-Recording
Collapse of Building
Contractors Equipment
Doctors Disability
Errors and Omissions
False Arrest
Fidelity Bonds
Film Producers Indemnity
Fire and Extended Coverage (Excess or Surplus)
Fire Legal Liability
Fire, Theft and Collision
Furriers Stock
Hail Insurance
Hand Disablement
Illinois Liquor Liability

Inland Marine
Malpractice Liability
Mortality—Livestock, Zoo Animals
Motor Truck Cargo
Non-Appearance
Ocean Marine
Oil Drilling Equipment
Personal Property Floaters
Products Liability
Professional Entertainers
Public Liability and Property Damage
Rain Insurance
Reinsurance—Facultative, Treaty
Replacement or Depreciation
Retrospective Rating
Riot, Civil Commotion, Vandalism
River Craft
Salesman's Floater
Suicide Waiver Insurance
Twin Insurance
Warehousemen's Legal Liability
Water Damage
Workmen's Compensation (Excess per Accident or Aggregate)

SERVICING AGENTS AND BROKERS EXCLUSIVELY

Newhouse and Hawley, Inc.

UNDERWRITERS

135 S. LaSalle St.
State 2-1285
Teletype: CG-1026
CHICAGO

70 Pine St.
Bowling Green 9-0882
Teletype: NY 1-2823
NEW YORK

	Premiums	Losses
	Earned	Incurred
\$24,047. Capital, \$500,000. Surplus, \$1,262,808.		
Ocean marine.....	61,446	52,025
Inland marine.....	4,968	1,847
Personal prop. floater.....	2,047	259
Totals.....	68,461	54,131
Beacon Mutual Indem. —Assets, \$1,975,275, inc., \$409,502. Loss res., \$489,251. Unearned prem., \$760,113. Capital, \$300,000. Surplus, \$555,585, inc., \$55,889.		
Accident.....	12,776	4,053
Health.....	46,080	17,059
Liability (not auto).....	26,549	6,288
Auto liability.....	447,130	160,438
Auto prop. damage.....	387,398	221,776
Auto phys. damage.....	718,085	305,878
Prop. dam. (not auto).....	6,672	2,779
Glass.....	4,808	2,124
Hospitalization.....	109,237	48,771
Miscellaneous.....	3,340	1,300
Totals.....	1,762,079	770,271
Birmingham Fire, Ala. —Assets, \$4,281,285, inc., \$746,098. Unearned prem., \$1,902,370. Capital, \$500,000. Surplus, \$1,970,098, inc., \$383,175.		
Fire.....	919,582	320,113
Ext. coverage.....	143,540	134,983
Torn, wind, hail.....	114,711	24,746
Sprinkler & water dam.....	1,088	559
Expl., riot, etc.....	548	372
Earthquake.....	1,279	320
Inland marine.....	42,069	21,863
Auto phys. damage.....	273,244	115,287
Totals.....	1,496,061	618,249
Birmingham Fire, Pa. —Assets, \$4,260,621, inc., \$262,281. Loss res., \$259,551. Unearned prem., \$1,268,153. Capital, \$1,000,000. Surplus, \$2,615,780, inc., \$111,839.		
Fire.....	644,945	299,674
Ext. coverage.....	147,156	106,657
Torn, wind, hail.....	7,947	4,823
Sprinkler & water dam.....	3,142	1,993
Expl., riot, etc.....	3,662	875
Earthquake.....	2,406	83
Crop-hail.....	10,282	4,159
Ocean marine.....	32,036	14,260
Inland marine.....	105,591	53,168
Personal prop. floater.....	35,573	18,492
Aircraft phys. dam.....	9,320	5,184
Accident.....	8	—
Workmen's comp.....	361	487
Liability (not auto).....	304	498
Auto liability.....	980	752
Auto prop. damage.....	229	271
Auto phys. damage.....	186,889	74,731
Prop. dam. (not auto).....	15	27
Surplus.....	117	—
Glass.....	2	—
Burglary & theft.....	44	60
Totals.....	1,191,039	586,196
Boston —Assets, \$56,597,155, inc., \$6,668,076. Loss res., \$4,235,199. Unearned prem., \$18,916,980. Capital, \$5,000,000. Surplus, \$27,894,253, inc., \$2,821,832.		
Fire.....	7,982,099	3,502,988
Ext. coverage.....	1,769,571	789,540
Torn, wind, hail.....	83,325	48,350
Sprinkler & water dam.....	38,364	13,161
Expl., riot, etc.....	5,944	451
Earthquake.....	60,608	—152
Crop-hail.....	53,913	32,728
Ocean marine.....	1,989,258	1,124,571
Inland marine.....	2,195,497	1,049,421
Aircraft phys. dam.....	142,184	73,245
Accident.....	87	—
Workmen's comp.....	7,607	5,651
Liability (not auto).....	17,330	8,450
Auto liability.....	108,341	77,275
Auto prop. damage.....	59,748	49,951
Auto phys. damage.....	2,541,580	1,075,920
Prop. dam. (not auto).....	2,349	1,550
Fidelity.....	1,071	485
Surplus.....	2,837	298
Glass.....	2,291	907
Burglary & theft.....	7,332	3,393
Boiler & machinery.....	390,471	379,442
Catast. cover.....	175	—
Totals.....	17,462,636	8,240,659
Caledonian-American —Assets, \$2,270,482, inc., \$313,702. Loss res., \$151,941. Unearned prem., \$845,717. Capital, \$500,000. Surplus, \$865,774, decr., \$46,635.		
Fire.....	502,781	222,897
Ext. coverage.....	121,706	86,834
Torn, wind, hail.....	4,169	3,209
Sprinkler & water dam.....	2,425	610
Expl., riot, etc.....	108,341	77,275
Earthquake.....	4,428	51
Inland marine.....	28,928	18,448
Auto phys. damage.....	103,054	38,302
Totals.....	767,660	370,564
Caledonian —Assets, \$9,169,324, inc., \$713,452. Loss res., \$884,188. Unearned prem., \$4,265,163. Statutory deposit, \$500,000. Surplus, \$2,417,521, decr., \$7,787.		
Fire.....	2,512,623	1,114,488
Ext. coverage.....	609,306	434,172
Torn, wind, hail.....	20,830	16,546
Sprinkler & water dam.....	12,103	3,952
Expl., riot, etc.....	836	549
Earthquake.....	22,358	259
Ocean marine.....	124,875	—37,173
Inland marine.....	144,601	92,242
Auto phys. damage.....	523,109	191,511
Totals.....	3,970,646	1,815,649
Capitol Indemnity —Assets, \$1,478,687, inc., \$105,473. Loss res., \$349,749. Unearned prem., \$511,231. Capital, \$279,662. Surplus, \$522,663, inc., \$61,210.		
Liability (not auto).....	16,509	8,641
Auto liability.....	287,480	105,540
Auto prop. damage.....	260,804	173,861
Auto phys. damage.....	442,504	177,394
Prop. dam. (not auto).....	2,179	1,997
Fidelity.....	60,941	5,650
Surplus.....	27,797	8,237
Totals.....	1,098,218	481,322
Carolina Casualty —Assets, \$1,731,591, inc., \$389,796. Loss res., \$349,749. Unearned prem., \$409,513. Capital, \$351,550. Surplus, \$654,410, inc., \$126,124.		
Accident.....	292,250	133,963
Group A. & H.....	7,610	5,805
Workmen's comp.....	27,751	26,576
Liability (not auto).....	14,956	7,969
Auto liability.....	592,516	211,543

Losses

Incurred

112,186

27,852

1,479

51

633,666

45,317

earned

00,000

11,944

554

1,333

175,939

101

189,657

inc.

prem.

\$704.

399,368

253,569

32,442

3,151

336,534

\$1.

prem.

\$7.

741,107

202,589

12,124

1,541

258,425

102

1,725

214,790

221,155

8,929

395,794

86,900

441,010

63,062

earned

surplus

15,092

51,701

141

38,907

51,703

77,338

51,480

58,905

71,155

36,013

3,662

12,030

22,077

24,356

35,952

150,513

Assets,

1,613.

s, \$1-

6,106

96,334

38,621

11,781

52,843

53,013

earned

surplus

32,953

14,621

3,295

17,410

10,553

52,371

38,429

28,420

4,465

2,081

8,364

04,035

earned

Sur-

80,986

62,564

68,982

66,857

75,571

1,427

01,224

01,018

79,908

36,367

68,005

43,515

3,843-

3. Un-

82,396

07,861

30,659

94,808

61,626

22,004

94,747

2,196

13,903

35,685

Un-

2,980

40,624

26,661

39,611

64,864

71,661

5,401

Un-

Sur-

Premiums	Losses
Earned	Incurred
plus, \$357,752, inc., \$18,938.	
Fire	295,459
Ext. coverage	47,815
Torn. wind, hail	2,963
Sprinkler & water dam.	168
Auto phys. damage	113,645
Fire losses depl.	10,541
Totals	470,592
Dubouque F. & M.—Assets, \$6,556,150, decr., \$284,226. Loss res., \$487,670. Unearned prem., \$3,521,711. Capital, \$1,150,000. Surplus, \$2,258,977, decr., \$168,284.	
Fire	1,829,272
Ext. coverage	606,944
Torn. wind, hail	10,396
Sprinkler & water dam.	2,016
Expl. riot, etc.	1,577
Earthquake	853
Ocean marine	129,505
Inland marine	227,172
Auto phys. damage	57,872
Totals	2,865,914
Employers Casualty—Assets, \$13,779,934, inc., \$697,517. Loss res., \$2,827,869. Unearned prem., \$4,719,030. Capital, \$1,000,000. Surplus, \$3,956,545, inc., \$480,878.	
Fire	259,363
Ext. coverage	204,043
Torn. wind, hail	915
Expl. riot, etc.	3,458
Earthquake	124
Inland marine	192,626
Personal prop. floater	35,515
Workmen's comp.	1,046,754
Liability (not auto)	1,003,444
Auto liability	1,857,878
Auto prop. damage	1,112,477
Auto phys. damage	1,756,576
Prop. dam. (not auto)	462,784
Misc. bonds	10,386
Glass	47,566
Burglary & theft	69,147
Hospitalization	689,174
Title	421,195
Other	57,116
Totals	9,230,851
Employers of Ala.—Assets, \$2,444,166, inc., \$58,146. Loss res., \$708,725. Unearned prem., \$342,825. Capital, \$305,150. Surplus, \$748,810, inc., \$37,259.	
Fire	638
Ext. coverage	74
Workmen's comp.	1,033,316
Liability (not auto)	71,089
Auto liability	457,148
Auto prop. damage	244,198
Auto phys. damage	177,499
Prop. dam. (not auto)	31,364
Fidelity	1,040
Surety	1,032
Glass	11,784
Burglary & theft	7,634
Auto collision	310,237
Totals	2,347,055
Employers Mutual Cas., Ia.—Assets, \$21,789,138, inc., \$2,375,293. Loss res., \$7,994,432. Unearned prem., \$6,180,664. Surplus, \$5,052,466, inc., \$755,225.	
Accident	28,095
Health	39,561
Workmen's comp.	4,050,612
Liability (not auto)	785,053
Auto liability	3,540,115
Auto prop. damage	2,195,125
Auto phys. damage	3,357,578
Prop. dam. (not auto)	200,563
Fidelity	16,330
Surety	149,015
Glass	78,559
Burglary & theft	143,701
Totals	14,584,905
Equity Mutual, Mo.—Assets, \$2,124,104, inc., \$165,028. Loss res., \$518,023. Unearned prem., \$784,309. Surplus, \$504,334, inc., \$49,309.	
Workmen's comp.	293,914
Liability (not auto)	57,717
Auto liability	585,180
Auto prop. damage	277,525
Auto phys. damage	418,583
Prop. dam. (not auto)	7,909
Surety	9,822
Glass	1,924
Burglary & theft	2,707
Totals	1,655,281
Erie—Assets, \$1,260,917. Loss res., \$109,953. Unearned prem., \$386,144. Capital, \$500,000. Surplus, \$735,269, inc., \$735,269.	
Fire	190,882
Ext. coverage	63,325
Torn. wind, hail	2,545
Sprinkler & water dam.	147
Expl. riot, etc.	4
Earthquake	5
Inland marine	12,599
Aircraft phys. dam.	2,564
Totals	272,074
Eureka Casualty—Assets, \$3,727,045, inc., \$852,930. Loss res., \$4,675,294. Unearned prem., \$1,737,345. Capital, \$750,000. Surplus, \$1,709,743, inc., \$248,733.	
Workmen's comp.	2,460,955
Liability (not auto)	305,768
Auto liability	1,012,311
Auto prop. damage	627,257
Auto phys. damage	24,794
Prop. dam. (not auto)	111,976
Fidelity	12
Glass	82,323
Burglary & theft	96,199
Totals	4,721,589
Factory Mutual Liability—Assets, \$24,275,308, inc., \$2,118,902. Loss res., \$2,825,311. Unearned prem., \$2,768,242. Guarantee fund, \$250,000. Surplus, \$14,917,073, inc., \$1,226,980.	
Liability (not auto)	67,932
Auto liability	3,967,430
Auto prop. damage	1,818,643
Auto phys. damage	1,544,704
Burglary & theft	126,237
Totals	7,824,946
Farm Bureau, Ind.—Assets, \$6,525,941, inc., \$1,576,756. Loss res., \$1,205,968. Unearned prem., \$1,632,228. Surplus, \$2,680,395, inc., \$572,108.	
Fire	177,848

Premiums	Losses
Earned	Incurred
Ext. coverage	127,529
Torn. wind, hail	15,124
Crop-hail	54,523
Workmen's comp.	25,298
Liability (not auto)	181,850
Auto liability	707,333
Auto prop. damage	625,406
Auto phys. damage	3,147,771
Auto phys. (not auto)	84,800
Auto medical	270,252
Other medical	102,992
Polio	7,388
School bus bond	10,896
4-H Calf Club	5,005
Totals	5,544,021
Farmers Auto, Ill.—Assets, \$2,861,764, inc., \$513,810. Loss res., \$892,677. Unearned prem., \$651,953. Surplus, \$1,204,835, inc., \$318,454.	
Auto-fire	251,644
Cargo	10,236
Auto medical	125,565
Other medical	1,250
Liability (not auto)	1,980
Auto liability	537,995
Auto prop. damage	380,282
Collision	922,522
Totals	2,228,475
Farmers Fire, York, Pa.—Assets, \$4,614,583, inc., \$121,553. Loss res., \$367,246. Unearned prem., \$2,012,995. Surplus, \$2,128,141, inc., \$46,745.	
Fire	1,269,914
Ext. coverage	211,467
Torn. wind, hail	11,200
Sprinkler & water dam.	4,013
Expl. riot, etc.	2,759
Earthquake	998
Aircraft phys. dam.	2
Totals	1,500,346
Farmers Mutual Auto, Wis.—Assets, \$4,614,583, inc., \$121,553. Loss res., \$367,246. Unearned prem., \$2,012,995. Surplus, \$2,128,141, inc., \$46,745.	
Fire	60,146

Premiums	Losses
Earned	Incurred
Ext. coverage	21,091
Liability (not auto)	121,701
Inland marine	15,435
Auto Liability	4,789,838
Auto prop. damage	1,787,092
Auto phys. damage	2,102,838
Prop. dam. (not auto)	37,801
Burglary & Theft	60,711
Misc. auto	1,212,732
Totals	10,210,330
Fidelity & Casualty—Assets, \$144,123,753, inc., \$12,730,164. Loss res., \$47,768,055. Unearned prem., \$35,789,695. Capital, \$2,250,000. Surplus, \$56,344,695, inc., \$12,628,825.	
Accident	1,481,714
Health	52,697
Workmen's comp.	14,296,163
Liability (not auto)	7,181,174
Auto Liability	21,540,809
Auto prop. damage	10,918,891
Prop. dam. (not auto)	1,526,043
Fidelity	1,982,332
Surety	2,389,455
Glass	1,112,749
Burglary & theft	3,130,327
Boiler & machinery	2,113,809
Totals	67,724,879
Fire Ins. Exchange, Cal.—Assets, \$2,841,958, inc., \$543,809. Loss res., \$85,679. Unearned prem., \$1,933,655. Surplus, \$701,201, inc., \$6,057.	
Fire	1,009,693
Ext. coverage	308,166
Torn. wind, hail	2
Totals	1,317,861
Forth Worth Lloyds—Assets, \$506,687, decr., \$610,983. Loss res., \$40,143. Unearned prem., \$154,557. Guaranty fund, \$100,000. Surplus, \$257,133, decr., \$207,120.	
Fire	20,363
Ext. coverage	9,850
Expl. riot	173
Rental	26
Vandalism	4

Premiums	Losses
Earned	Incurred
Inland marine	2
Personal prop. floater	7
Workmen's comp.	\$9,382
Liability (not auto)	5,402
Auto liability	37,038
Auto prop. damage	24,426
Auto phys. damage	196,265
Prop. dam. (not auto)	1,598
Fidelity	670
Surety	836
Glass	49
Burglary & theft	172
Cargo	386,770
Totals	217,899
General Casualty, Wis.—Assets, \$9,213,234, inc., \$72,364. Loss res., \$2,407,076. Unearned prem., \$3,065,095. Capital, \$500,000. Surplus, \$2,447,290, inc., \$366,593.	
Accident	12,795
Health	9,995
Workmen's comp.	590
Liability (not auto)	308,886
Auto liability	2,472,237
Auto prop. damage	1,313,742
Auto phys. damage	1,874,773
Prop. dam. (not auto)	59,914
Glass	41,955
Burglary & theft	113,948
Totals	6,208,835
General Exchange—Assets, \$113,617,534, inc., \$28,467,109. Loss res., \$3,474,017. Unearned prem., \$70,356,363. Capital, \$4,000,000. Surplus, \$29,447,076, inc., \$6,498,892.	
Auto phys. damage	80,528,254
Totals	80,528,254
Germantown Fire—Assets, \$5,548,693, inc., \$335,862. Loss res., \$58,630. Unearned prem., \$1,206,308. Capital, \$1,104,000. Surplus, \$4,128,734, inc., \$171,761.	
Fire	340,525
Ext. coverage	174,643
Torn. wind, hail	1,381
Sprinkler & water dam.	734
Expl. riot, etc.	194

HIGH SPOTS IN HISTORY

SPAIN CLAIMS LAND

Back in 1541 Coronado, the Spanish governor of northern Mexico, was looking for a land of gold. Upon reaching a place in central Kansas, he claimed this land for Spain.

5: KANSAS

GROWTH OF THE WHEAT BELT

Kansas, as a great wheat state, got its start back in the 1870's when Mennonites from Russia settled in Kansas. With them came a new variety of wheat which has helped Kansas to become one of the outstanding wheat growing states.

Premiums Earned	Losses Incurred	Premiums Earned	Losses Incurred	Premiums Earned	Losses Incurred	Premiums Earned	Losses Incurred	Premiums Earned	Losses Incurred
Earthquake.....623		Auto phys. damage.....883,382	263,314	Unearned prem., \$8,385,774.	Guaranty fund, \$736,621.	Torn., wind, hail.....8,337	6,618	Auto phys. damage.....8,337	6,618
Inland marine.....661	—746	Prop. dam. (not auto).....3,364	1,668	\$500,000. Surplus, \$7,238,859.	Inc. \$736,621.	Sprinkler & water dam.....4,896	1,221	Sprinkler & water dam.....4,896	1,221
Perpetuals.....146		Auto medical.....83,429	34,444	Fire.....78,784	17,977	Expl. riot, etc.....8,878	103	Expl. riot, etc.....8,878	103
Totals.....518,910	145,242	Other medical.....2,682	267	Ext. coverage.....22,308	9,324	Ocean marine.....283,160	146,288	Ocean marine.....283,160	146,288
Glens Falls—Assets, \$64,409,651.	Inc., \$6,471,125.	Industrial Indemnity, Cal.—Assets, \$24,903,630.	Inc., \$1,990,010.	Fire.....913	38	Inland marine.....76,856	36,896	Inland marine.....76,856	36,896
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto accident.....38,859	11,178	Auto phys. damage.....206,109	76,604	Auto phys. damage.....206,109	76,604
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Group A. & H.....62,955	37,025	Totals.....1,818,203	887,417	Totals.....1,818,203	887,417
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Workmen's comp.....10,284,433	5,716,347	New Zealand—Assets, \$11,031,962.	Inc., \$1,535,401.	New Zealand—Assets, \$11,031,962.	Inc., \$1,535,401.
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Liability (not auto).....900,463	278,962	Loss res., \$971,265.	Unearned prem., \$1,535,401.	Loss res., \$971,265.	Unearned prem., \$1,535,401.
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Auto liability.....3,849,848	1,811,911	Capital, \$500,000.	Surplus, \$500,000.	Capital, \$500,000.	Surplus, \$500,000.
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto prop. damage.....2,789,093	1,582,842	Ext. coverage.....2,877,387	1,125,923	Ext. coverage.....2,877,387	1,125,923
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto phys. damage.....4,214,211	1,534,356	Fire.....462,019	466,201	Fire.....462,019	466,201
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Prop. dam. (not auto).....277,261	112,683	Tornado.....12,261	14,088	Tornado.....12,261	14,088
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Glass.....20,748	5,072	Sprinkler & water dam.....12,485	7,668	Sprinkler & water dam.....12,485	7,668
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Burglary & theft.....27,777	5,570	Expl. riot, etc.....8,654	3,059	Expl. riot, etc.....8,654	3,059
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Auto medical.....294,678	151,106	Earthquake.....32,696	213	Earthquake.....32,696	213
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Disability benefits.....5,397	2,926	Ocean marine.....152,061	117,993	Ocean marine.....152,061	117,993
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Pools & assns.....14,855	60,141	Inland marine.....155,602	87,405	Inland marine.....155,602	87,405
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Totals.....22,882,642	11,337,465	Personal prop. floaters.....21,044	8,237	Personal prop. floaters.....21,044	8,237
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	M. F. A. Mutual—Assets, \$3,404,981.	Inc., \$1,110,548.	Auto liability.....90,730	46,327	Auto liability.....90,730	46,327
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Loss res., \$638,600.	Unearned prem., \$1,110,548.	Auto prop. damage.....53,460	33,778	Auto prop. damage.....53,460	33,778
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Capital, \$1,040,655.	Surplus, \$1,386,101.	Auto phys. damage.....463,647	230,011	Auto phys. damage.....463,647	230,011
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Fire.....51,915	30,863	Totals.....4,343,806	2,142,299	Totals.....4,343,806	2,142,299
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Ext. coverage.....15,325	8,904	Northern, N. Y.—Assets, \$31,577,705.	Inc., \$7,264,274.	Northern, N. Y.—Assets, \$31,577,705.	Inc., \$7,264,274.
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Liability (not auto).....45,494	11,537	Loss res., \$2,322,897.	Unearned prem., \$7,264,274.	Loss res., \$2,322,897.	Unearned prem., \$7,264,274.
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto liability.....826,353	441,297	Capital, \$3,000,000.	Surplus, \$3,000,000.	Capital, \$3,000,000.	Surplus, \$3,000,000.
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto prop. damage.....769,386	290,169	Ext. coverage.....6,417,932	2,447,578	Ext. coverage.....6,417,932	2,447,578
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Auto phys. damage.....1,304,729	482,599	Fire.....1,610,049	1,540,485	Fire.....1,610,049	1,540,485
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Prop. dam. (not auto).....16,061	4,543	Torn., wind, hail.....45,902	51,276	Torn., wind, hail.....45,902	51,276
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Glass.....901	289	Sprinkler & water dam.....12,760	10,497	Sprinkler & water dam.....12,760	10,497
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Medical payments.....208,921	63,828	Expl. riot, etc.....7,268	961	Expl. riot, etc.....7,268	961
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Hospitalization.....29,208	9,236	Earthquake.....9,453	120	Earthquake.....9,453	120
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Road service.....8,041	989	Inland marine.....360,988	153,892	Inland marine.....360,988	153,892
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Totals.....2,276,340	1,344,014	Aircraft phys. dam.....11		Aircraft phys. dam.....11	
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Motors—Assets, \$39,441,848.	Inc., \$10,889,485.	Auto phys. dam.....4,641,620	1,992,074	Auto phys. dam.....4,641,620	1,992,074
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Loss res., \$1,068,800.	Unearned prem., \$10,889,485.	Flood.....666		Flood.....666	
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Capital, \$1,500,000.	Surplus, \$9,822,140.	Totals.....13,106,649	6,196,643	Totals.....13,106,649	6,196,643
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto phys. damage.....25,933,246	10,884,771	Northwest Casualty—Assets, \$12,105,160.	Inc., \$1,658,533.	Northwest Casualty—Assets, \$12,105,160.	Inc., \$1,658,533.
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto phys. damage.....25,933,246	10,884,771	Loss res., \$2,432,625.	Unearned prem., \$1,658,533.	Loss res., \$2,432,625.	Unearned prem., \$1,658,533.
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Totals.....25,933,246	10,884,771	Capital, \$1,300,000.	Surplus, \$1,300,000.	Capital, \$1,300,000.	Surplus, \$1,300,000.
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Motor Vehicle Cas., Ill.—Assets, \$3,686,203.	Inc., \$336,441.	Ext. coverage.....601,207	35,880	Ext. coverage.....601,207	35,880
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Loss res., \$576,637.	Unearned prem., \$336,441.	Fire.....2,483,316	987,037	Fire.....2,483,316	987,037
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Capital, \$300,000.	Surplus, \$1,053,925.	Auto prop. damage.....1,685,686	808,804	Auto prop. damage.....1,685,686	808,804
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto liability (not auto).....21,868	8,826	Auto phys. damage.....3,209,330	1,171,094	Auto phys. damage.....3,209,330	1,171,094
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto prop. damage.....861,922	217,926	Prop. dam. (not auto).....133,107	91,211	Prop. dam. (not auto).....133,107	91,211
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Auto phys. damage.....642,238	295,701	Surety.....3,552		Surety.....3,552	
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto phys. damage.....1,221,037	267,834	Glass.....86,385	36,191	Glass.....86,385	36,191
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Prop. dam. (not auto).....619	20	Burglary & theft.....168,223	75,922	Burglary & theft.....168,223	75,922
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Burglary & theft.....1,404	227	Totals.....3,412,544	3,406,499	Totals.....3,412,544	3,406,499
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto medical.....124,337	48,460	Northwestern Mutual Fire—Assets, \$30,623,772.	Inc., \$4,154,720.	Northwestern Mutual Fire—Assets, \$30,623,772.	Inc., \$4,154,720.
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Totals.....2,883,428	939,000	Loss res., \$1,619,834.	Unearned prem., \$4,154,720.	Loss res., \$1,619,834.	Unearned prem., \$4,154,720.
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Nat. Amer. Fire, Neb.—Assets, \$4,792,802.	Inc., \$1,014,430.	Capital, \$2,000,000.	Surplus, \$2,000,000.	Capital, \$2,000,000.	Surplus, \$2,000,000.
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Loss res., \$1,014,430.	Unearned prem., \$1,014,430.	Ext. coverage.....11,510,654	3,547,850	Ext. coverage.....11,510,654	3,547,850
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Capital, \$1,000,000.	Surplus, \$1,609,526.	Fire.....2,275,972	1,153,814	Fire.....2,275,972	1,153,814
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Fire.....1,274,347	173,630	Torn., wind, hail.....83,853	33,887	Torn., wind, hail.....83,853	33,887
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Ext. coverage.....399,319	127,398	Sprinkler & water dam.....24,819	4,680	Sprinkler & water dam.....24,819	4,680
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Torn., wind, hail.....5,975	29,698	Expl. riot, etc.....2,736	842	Expl. riot, etc.....2,736	842
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Earthquake.....9,044	27,613	Earthquake.....16,817	2,070	Earthquake.....16,817	2,070
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Inland marine.....75,707	27,613	Inland marine.....1,002,691	355,582	Inland marine.....1,002,691	355,582
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Auto phys. damage.....95,315	35,107	Auto phys. damage.....152,433	42,989	Auto phys. damage.....152,433	42,989
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Totals.....1,859,707	393,446	Totals.....15,069,979	5,141,718	Totals.....15,069,979	5,141,718
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	National Grange Fire—Assets, \$1,915,220.	Inc., \$236,993.	Old Colony—Assets, \$20,741,316.	Inc., \$2,109,621.	Old Colony—Assets, \$20,741,316.	Inc., \$2,109,621.
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Loss res., \$71,000.	Unearned prem., \$236,993.	Loss res., \$1,815,085.	Unearned prem., \$2,109,621.	Loss res., \$1,815,085.	Unearned prem., \$2,109,621.
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Capital, \$250,000.	Surplus, \$958,850.	Capital, \$2,000,000.	Surplus, \$10,733,243.	Capital, \$2,000,000.	Surplus, \$10,733,243.
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Fire.....166,682	83,821	Ext. coverage.....3,420,899	1,501,280	Ext. coverage.....3,420,899	1,501,280
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Ext. coverage.....2,468	17,722	Fire.....758,387	338,374	Fire.....758,387	338,374
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Inland marine.....6,672	9,957	Torn., wind, hail.....35,710	20,721	Torn., wind, hail.....35,710	20,721
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Auto phys. damage.....51,044	133,894	Sprinkler & water dam.....16,699	5,640	Sprinkler & water dam.....16,699	5,640
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Totals.....692,869	241,393	Expl. riot, etc.....2,547	193	Expl. riot, etc.....2,547	193
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	National Grange Mut. Liab.—Assets, \$12,257,090.	Inc., \$1,842,578.	Earthquake.....25,974	—	Earthquake.....25,974	—
Assets, \$64,409,651.	Inc., \$6,471,125.	Assets, \$24,903,630.	Inc., \$1,990,010.	Loss res., \$2,883,326.	Unearned prem., \$1,842,578.	Crop-hall.....29,105	14,026	Crop-hall.....29,105	14,026
Unearned prem., \$8,156,627.	Unearned prem., \$24,366,381.	Unearned prem., \$2,919,573.	Capital, \$680,650.	Capital, \$1,000,000.	Surplus, \$3,531,931.	Ocean marine.....852,539	481,959	Ocean marine.....852,539	481,959
Capital, \$250,000.	Surplus, \$26,703,296.	Capital, \$1,104,409.	Surplus, \$4,087,563.	Fire.....24,220	11,620	Inland marine.....940,927	449,572	Inland marine.....940,92	

Losses
Incurred
6,618
1,221
213
103
146,288
36,896
76,604
887,417
inc.
earned
unearned
125,922
466,201
14,088
7,668
3,059
213
117,993
87,405
46,237
46,237
230,011
1,732
142,209
inc.
earned
Sur-
447,578
540,485
51,276
10,467
—121
—961
153,892
992,074
196,648
95,160
Un-
00,000
35,880
200,357
987,037
808,804
171,094
91,211
36,191
75,922
106,499
0,623-
19,834
\$10-
47,850
53,814
33,887
4,680
842
2,070
55,582
43,889
41,718
\$2-
premi-
\$10-
01,280
38,374
20,721
5,640
193
—65
14,026
81,959
49,752
21,391
2,421
3,624
33,118
21,407
62,394
664
208
127
388
1,454
62,626
31,711
1,118
earned
inc.
00,370
27,068
17,136
1,846
20
12,555
20,463
11,050
30,510
inc.
rem.
19,988
9,830
2,490
17,191
1,105
2,073
2,036
6,100
6,784
7,781
5,378
290-
Un-
fund,
1,218
9,376
6,943
3,901
566
70
1,849

Premiums Earned	Losses Incurred
Auto phys. damage.....	130,554
Totals.....	56,630
Pioneer Mutual Cas. Co. —Assets, \$4,987,414. Loss res., \$1,830,547. Unearned prem., \$12,211,771. Capital, \$3,681,532. Surplus, \$1,837,320.	
inc., \$57,945. Loss res., \$169,426. Capital, \$52,295. Surplus, \$121,354. decr., \$4,569.	
inland marine.....	343
Accident.....	1,277
A. & H.....	11,861
Group A. & H.....	65,717
Non-can. A. & H.....	1,198
Liability (not auto).....	209
Auto liability.....	141,015
Auto prop. damage.....	189,952
Auto phys. damage.....	79,591
Prop. dam. (not auto).....	120
Surety.....	55,937
Glass.....	115
Burglary & theft.....	120
Auto med.....	140
Totals.....	410,190

Potomac —Assets, \$17,219,715. Loss res., \$3,907,473. Loss res., \$2,744,384. Unearned prem., \$6,317,785. Capital, \$1,500,000. Surplus, \$6,481,349. inc., \$473,904.	
Fire.....	1,337,877
Ext. coverage.....	302,749
Torn., wind., hail.....	5,975
Sprinkler & water dam.....	1,514
Expl., riot, etc.....	875
Earthquake.....	1,625
inland marine.....	149,337
Aircraft phys. dam.....	29,917
Accident.....	99,264
Health.....	134,353
Group A. & H.....	55,558
Workmen's comp.....	557,332
Liability (not auto).....	355,183
Auto liability.....	1,443,253
Auto prop. damage.....	3,427,286
Auto phys. damage.....	5,629
Prop. dam. (not auto).....	1,788
Fidelity.....	44,825
Glass.....	116,020
Burglary & theft.....	1,934
Boiler & machinery.....	8,847,674
Totals.....	3,820,778

Preferred Fire, Topeka —Assets, \$1,031,000. inc., \$73,240. Loss res., \$39,063. Unearned prem., \$235,971. Capital, \$250,000. Surplus, \$674,977. inc., \$81,824.	
Fire.....	—57
Ext. coverage.....	—30
Torn., wind., hail.....	—59
Auto phys. damage.....	526,098
Totals.....	526,098

Quaker City F. & M. —Assets, \$3,825,234. inc., \$466,220. Loss res., \$465,479. Unearned prem., \$1,092,057. Capital, \$937,220. Surplus, \$1,758,259. inc., \$398,695.	
Fire.....	449,696
Ext. coverage.....	842
Torn., wind., hail.....	2,070
Sprinkler & water dam.....	55,582
Expl., riot, etc.....	43,889
Earthquake.....	41,718
Ocean marine.....	346,183
Inland marine.....	84,337
Aircraft phys. damage.....	—71
Auto phys. damage.....	409,649
Totals.....	1,381,203

Republic Indemnity, Cal. —Assets, \$1,413,569. decr., \$83,154. Loss res., \$381,972. Unearned prem., \$465,404. Capital, \$257,589. Surplus, \$359,658. inc., \$12,079.	
Workmen's comp.....	444,158
Liability (not auto).....	12,748
Auto liability.....	276,578
Auto prop. damage.....	368,296
Auto phys. damage.....	436,002
Prop. dam. (not auto).....	4,485
Glass.....	15
Totals.....	1,542,268

Resolute —Assets, \$15,845,272. inc., \$3,661,649. Loss res., \$1,536,439. Unearned prem., \$11,401,681. Capital, \$1,000,000. Surplus, \$2,157,265. inc., \$281,044.	
Fire.....	49,210
Ext. coverage.....	7,034
Inland marine.....	28,342
Auto phys. damage.....	13,547,439
Totals.....	13,632,025

St. Louis F. & M. —Assets, \$3,619,166. inc., \$908,552. Loss res., \$233,202. Unearned prem., \$2,358,952. Capital, \$250,000. Surplus, \$964,034. decr., \$41,329.	
Fire.....	463,316
Ext. coverage.....	385,172
Torn., wind., hail.....	2,145
Earthquake.....	89
Inland Marine.....	32
Auto phys. damage.....	311,116
Totals.....	1,161,878

Secured Casualty —Assets, \$1,701,956. inc., \$210,821. Loss res., \$196,162. Unearned prem., \$411,176. Capital, \$500,000. Surplus, \$390,944. inc., \$239,273.	
A. & H.....	291,177
Workmen's comp.....	168,184
Liability (not auto).....	51,063
Auto liability.....	126,612
Auto prop. damage.....	91,202
Auto fire & theft.....	80,148
Prop. dam. (not auto).....	14,063
Fidelity.....	6,048
Surety.....	12,804
Glass.....	24,051
Burglary & theft.....	242,483
Auto collision.....	1,110,939
Totals.....	457,080

Secured F. & M. —Assets, \$2,193,859. inc., \$173,732. Loss res., \$202,166. Unearned prem., \$760,607. Capital, \$500,000. Surplus, \$1,100,810. inc., \$209,842.	
Fire.....	252,157
Ext. coverage.....	92,747
Torn., wind., hail.....	1,264
Sprinkler & water dam.....	69
Expl., riot, etc.....	133
Earthquake.....	391
Inland marine.....	34,953
Auto liability.....	179,656
Auto prop. damage.....	134,269
Auto phys. damage.....	97,364
Auto collision.....	250,030
Totals.....	1,043,039

Premiums Earned	Losses Incurred
Security of New Haven—Assets, \$26,970,179. inc., \$2,795,054. Loss res., \$2,879,975. Unearned prem., \$12,211,771. Capital, \$3,681,532. Surplus, \$1,837,320.	
Fire.....	6,617,907
Ext. coverage.....	1,290,974
Torn., wind., hail.....	99,611
Sprinkler & water dam.....	27,499
Expl., riot, etc.....	24,906
Earthquake.....	28,831
Ocean marine.....	472,676
Inland marine.....	808,291
Aircraft phys. damage.....	—6
Auto phys. damage.....	1,923,674
Air damage.....	250
Rain & flood.....	649
Totals.....	11,300,266

Security National Fire —Assets, \$2,060,496. inc., \$81,030. Loss res., \$63,792. Unearned prem., \$738,798. Capital, \$500,000. Surplus, \$1,194,718. inc., \$16,493.	
Fire.....	331,227
Ext. coverage.....	162,848
Torn., wind., hail.....	1,036
Sprinkler & water dam.....	31
Expl., riot, etc.....	392
Earthquake.....	273
Inland marine.....	27,691
Totals.....	523,501

South British —Assets, \$2,788,534. inc., \$339,236. Loss res., \$90,794. Unearned prem., \$714,836. Capital, \$500,000. Surplus, \$1,912,387. inc., \$171,883.	
Fire.....	376,897
Ext. coverage.....	71,282
Torn., wind., hail.....	196
Sprinkler & water dam.....	254
Expl., riot, etc.....	81
Earthquake.....	8,366

Premiums Earned	Losses Incurred
Crop-hall.....	17
Ocean marine.....	69,041
Inland marine.....	6,843
Personal prop. floaters.....	3,045
Burglary & theft.....	73
Totals.....	536,093

Southeastern Fire, S. C. —Assets, \$3,008,970. inc., \$652,588. Loss res., \$82,095. Unearned prem., \$1,959,635. Capital, \$200,000. Surplus, \$591,842. inc., \$87,746.	
Fire.....	1,868
Ext. coverage.....	957
Auto phys. damage.....	2,009,330
Totals.....	2,012,747

Southern Farm Bureau Cas., Miss. —Assets, \$2,313,172. inc., \$938,277. Loss res., \$302,003. Unearned prem., \$648,976. Capital, \$200,000. Surplus, \$487,340. inc., \$111,225.	
Inland marine.....	31,554
Workmen's comp.....	50,039
Liability (not auto).....	69,393
Auto liability.....	450,259
Auto prop. damage.....	371,349
Auto phys. damage.....	994,805
Prop. dam. (not auto).....	4,307
Auto medical.....	98,968
Calf club.....	2,936
Totals.....	2,073,650

State Auto, Iowa —Assets, \$7,170,708. inc., \$1,142,274. Loss res., \$1,122,512. Unearned prem., \$2,236,931. Guaranty fund, \$200,000. Surplus, \$2,775,611. inc., \$477,967.	
A. & H.....	452,255
Liability (not auto).....	199,783
Auto liability.....	1,367,115
Auto prop. damage.....	1,169,513
Auto phys. damage.....	1,687,518
Prop. dam. (not auto).....	37,176
Fidelity.....	5,758
Surety.....	27,819

Premiums Earned	Losses Incurred
Auto medical.....	175,744
Auto cargo.....	146,988
Livestock transit.....	369,397
Totals.....	5,649,160

Stuyvesant —Assets, \$8,127,298. inc., \$2,381,169. Loss res., \$630,601. Unearned prem., \$4,984,824. Capital, \$625,000. Surplus, \$1,780,093. inc., \$486,117.	
Inland marine.....	7,923
Auto phys. damage.....	5,591,460
Totals.....	5,599,382

Time —Assets, \$1,026,498. inc., \$174,197. Loss res., \$218,105. Unearned prem., \$360,355. Capital, \$100,000. Surplus, \$330,143. inc., \$58,310.	
A. & H.....	1,709,598
Group A. & H.....	448,304
Totals.....	2,157,900

Trinity Universal —Assets, \$21,397,211. inc., \$2,559,931. Loss res., \$3,217,939. Unearned prem., \$10,943,897. Capital, \$1,000,000. Surplus, \$5,459,490. inc., \$1,033,597.	
Fire.....	1,841,608
Ext. coverage.....	858,166
Torn., wind., hail.....	35,451
Sprinkler & water dam.....	—228
Expl., riot, etc.....	9,680
Earthquake.....	409
Crop-hall.....	25,187
Inland marine.....	202,463
Workmen's comp.....	764,209
Liability (not auto).....	338,863
Auto liability.....	3,759,780
Auto prop. damage.....	1,949,377
Auto phys. damage.....	1,040,211
Prop. dam. (not auto).....	61,018
Fidelity.....	45,059
Surety.....	444,920
Glass.....	290,774
Burglary & theft.....	140,279

multiple line facilities



CONTINENTAL CASUALTY COMPANY

and Associates: Continental Assurance Company
Transportation Insurance Company • Continental Companies Building • Chicago 4

	Premiums Earned	Losses Incurred
Auto collision	2,204,962	824,073
Totals	14,043,044	5,365,075

Union Fire, Neb.—Assets, \$2,468,946, inc., \$138,150. Loss res., \$208,110. Unearned prem., \$650,464. Surplus, \$1,380,746, inc., \$180,236.		
Fire	297,900	70,785
Ext. coverage	108,656	76,446
Torn., wind., hail	65,732	78,361
Auto liability	317,143	122,231
Auto prop. damage	290,010	139,997
Auto phys. damage	168,798	304,057
Medical pay	54,339	20,194
Excess of loss	2,809	12,658
Catastrophe	4,763	
Totals	2,000,615	\$24,729

United Services Auto, Tex.—Assets, \$10,744,711, inc., \$1,844,240. Loss res., \$1,766,621. Unearned prem., \$4,222,654. Surplus, \$3,732,264, inc., \$833,801.		
Personal prop. floater	429,033	112,927
Auto liability	1,992,964	699,292
Auto prop. damage	1,126,475	501,010
Auto phys. damage	4,012,323	1,376,981
Totals	7,560,795	2,690,210

U. S. F. & G.—Assets, \$191,121,256, inc., \$29,352,766. Loss res., \$7,199,337. Unearned prem., \$50,504,212. Capital, \$1,000,000. Surplus, \$67,935,426, inc., \$20,669,788.		
Accident	1,112,739	405,803
Health	153,568	51,842
Group A. & H.	576,288	265,954
Non-can. A. & H.	2,086	18,958
Workmen's comp.	21,603,876	13,212,688
Liability (not auto)	11,561,767	5,084,192
Auto liability	27,436,403	15,955,492
Auto prop. damage	13,936,444	8,211,269
Auto phys. damage	529,239	238,886
Prop. dam. (not auto) ..	2,897,105	1,120,960
Fidelity	4,651,915	1,294,722
Surety	9,320,844	2,302,465
Glass	1,773,610	644,250
Burglary & theft	4,733,966	1,663,674
Water damage	27,870	14,636
Totals	100,717,750	50,447,871

Utilities, Mo.—Assets, \$1,732,404, docr., \$91,150. Loss res., \$422,140. Unearned prem., \$488,596. Capital, \$204,000. Surplus, \$479,970, inc., \$20,113.		
Workmen's comp.	300,984	141,690
Liability (not auto)	78,806	24,291
Auto liability	506,070	241,721
Auto prop. damage	281,089	155,171
Auto phys. damage		—70
Prop. dam. (not auto) ..	16,176	5,775
Auto medical	37,796	19,470
Totals	1,220,925	588,051

Virginia Mutual—Assets, \$1,389,254. Loss res., \$330,921. Unearned prem., \$519,539. Capital, \$99,045. Surplus, \$865,559, inc., \$96,611.		
Fire	2,999	54
Ext. coverage	1,371	10,035
Torn., wind., hail	189	1,136
Inland marine	2,757	62
Workmen's comp.	85,851	30,018
Liability (not auto)	18,837	3,489
Auto liability	567,592	237,773
Auto prop. damage	315,820	142,932
Auto phys. damage	178,529	71,707
Prop. dam. (not auto) ..	5,999	1,065
Auto medical		—55
Totals	1,167,957	497,582

Western Casualty—Assets, \$1,732,498, inc., \$1,509,332. Loss res., \$4,597,803. Unearned prem., \$4,597,803. Capital, \$1,200,000. Surplus, \$4,670,331, inc., \$1,142,129.		
Accident	67,926	21,643
Health	5,020	1,227
Workmen's comp.	1,819,481	1,131,267
Liability (not auto)	1,261,038	437,959
Auto liability	4,332,702	1,799,437
Auto prop. damage	2,523,894	1,395,925
Prop. dam. (not auto) ..	310,650	70,119
Fidelity	81,548	13,914
Surety	475,519	20,685
Glass	228,587	93,482
Burglary & theft	226,584	80,758
Hospitalization	110,256	62,435
Totals	11,436,106	5,087,371

Western Fire, Kan.—Assets, \$8,405,386, inc., \$1,377,138. Loss res., \$594,191. Unearned prem., \$4,193,864. Capital, \$1,000,000. Surplus, \$3,016,332, inc., \$336,951.		
Fire	788,970	326,507
Ext. coverage	226,047	127,734
Torn., wind., hail	6,141	3,041
Sprinkler & water dam.	691	121
Expl., riot, etc.	115	325
Earthquake	451	
Inland marine	70,280	32,110
Personal prop. floater	39,481	17,336
Aircraft phys. dam.	9,416	3,823
Auto phys. damage	4,674,776	1,839,640
Totals	5,826,349	2,394,737

Woodman Accident—Assets, \$4,137,139, inc., \$47,799. Loss res., \$284,539. Unearned prem., \$678,460. Surplus, \$3,003,933, inc., \$186,782.		
A. & H.	2,779,497	1,387,428
Group A. & H.	53,629	37,620
Non-can. A. & H.	1,395	434
Totals	2,834,521	1,425,482

Woodman Central—Assets, \$1,795,890, inc., \$450,550. Loss res., \$15,102. Unearned prem., \$451,621. Surplus, \$533,616, inc., \$33,499.		
A. & H.	1,959,660	895,220

Affiliated Factory Mutual of Providence has been licensed in Ohio.

DEATHS

(CONTINUED FROM PAGE 19)

Insurance Agency and preeminent figure in agency circles, composed this obituary and testimonial, which THE NATIONAL UNDERWRITER publishes herewith in recognition of the eminence of Mr. Lepper and of Mr. Carter:

Now that he has been called away, people are remembering and saying gracious words about Louis J. Lepper, who was that rare combination of good business man and good sport and who died in Florida March 1, so suddenly, that the words of sorrow and appraisal come haltingly, although from deep down in the heart.

For Lou Lepper was everything that is meant by an oft-abused phrase, a man's man. He was all of that and more. In physical gifts alone, he was a man's man, a towering figure, but one who moved with easy grace. Everything about him suggested strength, but there was a dignity about him, too, and there was ever present the suggestion of great good humor, a nature that was ever gay.

So they are saying now principally that he was a man's man, even while they remember that his domestic life was ideal and that his business career (he was identified with the Detroit Insurance Agency since Jan. 1, 1909) was characterized by integrity.

And they are remembering him as they saw him in the several arenas of the great sports; horse racing, golf, handball; at the course, on the links, in the courts, even at the stadium, for, while he was no participant in baseball, he was a faithful follower of the game and a royal rooter for the Tigers, as he was for everything involving his native town.

For Lou was born in Detroit in 1884 and lived here in those gracious years when the town was slow and lazy and neighborly and filled with beauty. He absorbed the qualities of friendship, of neighborliness, of kindness. These he never forgot and they were of the essence that made him a man's man.

And he never forgot his loyalty to his town and his intense devotion to it, and his pride in it, which is best exemplified by what he did in his later years, when horse racing became his chief preoccupation and his stable of thoroughbreds his great concern. He named his stable the Motor City Stable. And his enthusiasm was so great that he carried the idea further and gave names to his horses that denoted all the parts of an automobile.

He gave a gray colt by Noah, out of Lady Grey, the name of Steering Wheel. A chestnut gelding by Greenock, out of Morresque, he named Front Fender. Another chestnut gelding by Sweep All, out of Belleclair, he named Hood Cover.

This was the quaint fancy of a man's man, who loved his town and all the people in it.

Although born in Detroit, he attended school in Ann Arbor and, after graduating from the high school there in 1903, he returned here to become a clerk in the wholesale dry goods house of Crowley Bros. Two years later, he became a salesman with Belding Bros. & Co. of Chicago, remaining there until he joined the Detroit Insurance Agency Jan. 1, 1909.

He had a great social conscience. His beautiful Christmas cards, revealing, in gorgeous coloring, some favorite horse

of his, became an institution, to which an eager clientele looked forward, year by year.

He belonged to Palestine Lodge in the Masonic Fraternity, to the Detroit Commandery and to the Shrine. He was a member of the Recess Club, the Detroit Athletic Club, the Bloomfield Hills Country Club, the Detroit Curling Club and the Detroit Golf Club.

In this phase of his life he was a familiar and happy figure and he moved about easily in these forums devoted to the great sporting tradition, of which he was so much a part.

A great citizen, one who loved his town with a devotion caught up in his childhood and fostered through the long years. . . A man's man.

The body of **JOHN M. PETRIE**, veteran insurance publicist, was found in the Tennessee river near Chattanooga. His age was 57. He had been in veterans hospital at Nashville and some of his former associates had received some despondent messages from him lately.

Mr. Petrie was with the Louisville Courier-Journal from 1914 to 1916 and then after serving in the first war he went with the Insurance Field as eastern editor at New York. In 1920 he went with George W. Wadsworth of Chicago who had just bought the American Insurance Digest and he remained with that publication until 1942. Then for several years he was with Continental Casualty in the A. & H. publicity department at the head office, and from 1946 to 1948 he operated a district agency for the A. & H. department of Continental Casualty at Chattanooga. A brother, Charles B. Petrie, was formerly with the Spectator.

LELAND P. BAKER, 48, assistant manager of Royal-Liverpool at Los Angeles, dropped dead Monday evening during a conference of the group's field forces in southern California, Arizona and Nevada. He had been connected with the insurance business at Los Angeles for more than a quarter of a century, having been associated with the R. H. Jenkins General Agency and later with Trinity-Universal when the Jenkins agency was merged into the Trinity-Universal branch and was with the branch office a considerable time. He joined Royal-Liverpool in 1945 and was recently named assistant manager. A son, Louis Lee Baker, is with Royal-Liverpool at San Francisco.

JOHN R. GARDNER, 87, president of Merchants Fire, died at his home at Denver. He organized Merchants Mutual Fire in 1904, and two years later re-organized that company into the present Merchants Fire. In 1924 he was named president of Merchants Fire, although he had been managing head of the company since its beginning.

HAROLD R. KIME, who was head of the H. R. Kime Insurance Adjustment Co. of Indianapolis, was found dead in his parked car at Noblesville, Ind. His age was 53. He had apparently suffered a heart attack. He had gone to Noblesville to handle a claim. His family, after failing to hear from him, went to Noblesville where the car was found parked in the downtown area. He attended Hanover college and was a graduate of Northwestern University.

AUGUSTUS C. DOW, special agent in western Missouri for the America Fore farm department and a veteran of 35 years with that group, died at Trinity Lutheran hospital at Kansas City. He had suffered a heart attack Feb. 8. His age was 75.

Each of Mr. Dow's four sons is an insurance man. Paul A. Dow is Kansas City manager for Hartford Accident. Virgil E. Dow is with the agency service department of R. B. Jones & Sons agency at Kansas City. William E. Dow is manager of the auto and marine department of Kansas City Fire & Marine. August Y. Dow is Buffalo manager for Hartford Accident.

His brother, Ralph W. Dow, was formerly a local agent at Sedalia, Mo. Mr. Dow himself was a local agent there be-

fore going to Kansas City for America Fore.

HARRY A. SAWYER, manager of Aetna Casualty's Boston office, died suddenly Monday at the office. He had spent his entire business career with the Aetna, at Boston and Springfield, Mass., and would have observed his forty-eighth anniversary with the company in July.

GARLAND AMES BUCKINGHAM, secretary of the insurance section of New York Board of Trade, died at LeRoy Hospital. He was stricken at his residence in the George Washington Hotel at New York City. His age was 64.

Mr. Buckingham was known throughout the insurance industry and was one of the most prominent lay figures in Albany.

Mr. Buckingham was a full time employee of the insurance section and was widely known among legislators and was very successful in arranging the meetings of the section, notably the big luncheon each year.

ARTHUR G. EWING, 64, former president of American Life & Accident, died at Miami.

MISS A. MAUDE ROWLAND, who was a member of the secretarial staff of three presidents of Travelers, died Monday after a long illness. She joined Travelers in 1918 and spent her entire insurance career as a secretary to Louis F. Butler, L. Edmund Zacher and Jesse W. Randall. As a result of her long service with these top executives she was well known to many in the insurance field.

WILLIAM B. TIGHE, 72, Bancroft, Neb., local agent, died there.

C. A. CARNAHAN, 83, veteran local agent of Mount Pleasant, Mich., died there. His son, Clifford, is vice-president of the agency.

JOHN C. MUCKERMAN, 83, father of C. J. Muckerman, president of St. Louis F. & M., died at St. Louis following a long illness. He retired about 15 years ago as president of City Ice & Fuel Co. of St. Louis.

Effective Date Postponed

WASHINGTON—The federal trade commission has postponed the effective date of fair trade practice rules relating to installment sale and financing of automobiles from March 8 to May 8. The rules contemplate that car dealers shall disclose full information to customers regarding insurance coverage, rates, etc., in connection with such installment sales.

FTC stated that "upon consideration of the volume of business to be affected" by the rules, the necessity of distributing copies of the code widely, "and the many changes necessary to be made by financing institutions and automobile dealers to effectuate compliance," it was postponing the effective date.

FTC stated it had sent out 40,000 copies of the rules, but indicated many more thousands should go to used car dealers and to "several hundred financing institutions."

Reed to Ohio Field

Arthur Reed, who has been special agent of Lumber Mutual Fire of Boston in New England for the past two years, has become special agent in Ohio, with headquarters at Mt. Vernon.

Succeeding Mr. Reed in New England is Robert A. Fogg, for the past 10 years with Hardware Mutuals in New England as sales engineer. Before that he was with American Mutual as sales representative at Boston.

Jones With General Agency

Toy M. Jones, who has been special agent in west central Texas for Employers Liability, has been appointed casualty field supervisor for the Trezevant & Cochran general agency, with headquarters at Lubbock. He was previously with National Surety and Travelers Indemnity as a payroll auditor.

After 4½ years with General of Seattle, recently as special agent of the metropolitan department, Richard C. Easter has opened a local agency at Seattle.

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REINSURANCE

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Bond Is On Relat

Fred W. of Fidelity, his talk a Pittsburgh bond filling out risk. It is ships, of one of bu of organi filled.

Panel m National American Aetna Cas can Suret

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FIDELITY AND SURETY

Bonding Business Is One of Human Relations: Selsor

Fred W. Selsor, bond superintendent of Fidelity & Casualty at Cleveland, in his talk at the fidelity-surety forum of Pittsburgh Insurance Day declared that the bond business is not merely one of filling out bond forms and rating each risk. It is also one of human relationships, of people, of institutions. It is one of building and dynamic progress; of organizations and of promises fulfilled.

Panel members were Logan W. Long, National Surety; William E. Stumpf, American-Associated; Earl W. Winski, Aetna Casualty, and John Palmer, American Surety.

There is scarcely any business relationship in which bonds do not enter as an assurance of performance or a guarantee of credit, Mr. Selsor continued. Contract, fidelity, court or fiduciary, public official and license, and permit bonds—there is no business or industry too great or too small to find no essential use for one or more types of bonds in its operations.

Human nature is the subject of corporate suretyship, said Mr. Selsor, and regardless of the progress of science and medicine, human nature is pretty much unchanged. The need of fidelity and surety bonds, consequently, is unchanged because of the vagaries of human nature.

Attitude of Producer

As for the producer, he added, he should neither regard the bond business as a mystery nor be apologetic about his profession. He is as important to the business life of a community as a doctor, dentist or lawyer is to its social or physical or legal life.

There is a distinctly important field for the sale of forgery insurance, declared Mr. Winski, since in many instances the depositor's bank is not liable when it cashes forged checks. The depositor's forgery bond is sound protection since if the insured is thereby covered, his funds are not tied up awaiting legal decisions; he pays no attorneys' fees in court actions to compel the bank to make good on the forged checks, and there is no embarrassment in consequence, since the bond protects both the depositor and his bank.

Excellent Excess Coverage

Nor should employ dishonesty coverage be eliminated from the bond, in Mr. Winski's opinion, since a very large percentage of forgery is present in employe dishonesty. Forgery insurance, furthermore, is excellent excess dishonesty coverage.

A comparison of the primary commercial blanket bond and the blanket position bond was made by Mr. Stumpf, who emphasized that the PCBB offers more protection against catastrophic exposure.

Both Mr. Long and Mr. Palmer concurred that retail clerks should not be eliminated by rider from blanket fidelity bonds.

Inclusion of these employees in the bond, Mr. Palmer added, is advisable also for the sake of competition.

Scott Michigan President

James C. Scott, Standard Accident, has been elected president of Surety Assn. of Michigan. S. S. Pond, American Surety, is vice-president and Thomas A. Murray, Continental Casualty, secretary.

Taft Reviews Legislation

LOS ANGELES—Surety Underwriters Assn. of Southern California at its March meeting heard Perry H. Taft,

Pacific Coast manager of Assn. of Casualty & Surety Companies, discuss legislation affecting the companies that will come up for action when the California legislature resumes its session next week.

The annual dinner of the association has been set for April 20.

Sponsor Two Seattle Courses

Surety Underwriters Assn. of Seattle heard a review of pending legislation affecting surety business at its meeting March 2. Secretary G. L. Perry, Hartford Accident, announced that the Luther Mackall course in suretyship which the association is sponsoring will be held March 19-21. The following week there will be an evening course, also on the University of Washington campus, principally for surety students in and near Seattle.

Bond Talks at Pittsburgh

Surety Assn. of Pittsburgh at its February meeting heard an informative talk on contract bonds by D. Blake Lumpkin, resident vice-president of

Maryland Casualty.

At the next meeting March 12, John A. Palmer, assistant manager American Surety, will discuss "Bank Bonds," followed by a round-table discussion.

Fight Compulsory Bill

The Wisconsin state senate highway committee held a hearing on a bill to require public liability insurance in amounts of at least \$20,000 as a prerequisite to the issuance of drivers' licenses. Insurance people appearing against the measure included Edwin M. Wilkie, Madison attorney, representing American Mutual Alliance; I. P. Mehigan of Milwaukee, representing Assn. of Casualty & Surety Companies; Urban Krier, executive secretary Wisconsin Assn. of Insurance Agents; L. J. Yaudes, Wisconsin Mutual Insurance Alliance. They insisted that compulsory insurance is the first step to a socialistic development. They said that since the security type safety responsibility law was enacted in 1947, the percentage of automobiles in Wisconsin insured has increased from 25 to about 85. They contended that this law should be given at least two more years to demonstrate that it could achieve virtually the same results as a compulsory law.

Duesenberg to Atlanta

Wesley C. Duesenberg has been appointed manager of the new Atlanta office of Kurt Hitke Co. with jurisdiction throughout the southeast. Fred R. Mueller, who had moved from Chicago to Atlanta to open the new office just a few weeks ago, died suddenly. Mr. Duesenberg for the past two years has been manager at Springfield, Ill., for Hitke and prior to that was at the Chicago office four years. He had also had experience with the MacGibney-Wilkerson agency of Chicago. Mr. Hitke is now in the southeast and is making agency visits in Florida, Georgia and Alabama.

To Hear of Inspection Work

Lysle E. Adams, Milwaukee manager of Retail Credit Co., will discuss the inspection work done by his firm in the various fields of insurance in an address at a luncheon meeting of Milwaukee Board of Underwriters, March 13.

Bert A. Hedges, Business Men's Assurance, Wichita, Kan., March 8 is discussing "We Need Props for Our Good Intentions" at a meeting of St. Louis Assn. of A. & H. Underwriters.

Insured by
CENTRAL SURETY
(In ONE Policy)

Employee Dishonesty
Forgery
Premises Holdup
Messenger or Paymaster Robbery
Safe Burglary
Open Stock Burglary
Disappearance or Destruction

CENTRAL SURETY AND INSURANCE CORPORATION
R. E. McGINNIS, President
HOME OFFICE KANSAS CITY, MISSOURI

Commissioners Probe A. & H. Loss Ratios

(CONTINUED FROM PAGE 23)

would furnish most of the low loss ratios, but the results have shown that it is two to one for full coverage. Mr. Follmann then pointed out that many of the policies although called full coverage are of limited nature in that they are for travel accident, automobile accident, sports or vacation accident, and they should get special consideration.

Mr. Manzelmann elected to put himself in the witness chair, remarking "I think I can answer your questions without any fear." He noted that one of the policies of his company was involved and explained that it is a special \$2 annual premium travel and pedestrian accident form. Because the premium is so low, the commission must be high enough to get the agents interested. It is a "leader" item. He explained that a policy of this nature must have benefits restricted to some extent, because if they are broadened the money to pay for them must come out of the commissions.

Mr. Manzelmann and W. Harold Bittel, actuary of the New Jersey department then had a go-around. Mr. Bittel wanted to know if there wouldn't be enough money left even after acquisition costs were taken out to pay for more benefits. Mr. Manzelmann explained that the policy contains a catastrophe feature, that reinsurance has to be bought.

Can Be 30 Points Difference

Several companies writing practically the same policy can have a difference of 30 points in the loss ratio, Mr. Follmann declared. This can be for good or bad reasons, but it often happens.

The department men brought out that in lieu of recent supporting data the theoretical industry allowable loss ratio for accident is 45% and for health it is 50%. Mr. Follmann was asked what he would do if he found that one of the bureau companies was running 30 points below these averages. He replied by asking what the commissioners would do if they decided to "break the business wide open" by increasing benefits or lowering the premiums and then an unusually high cycle of losses occurred. He said that the bureau was unable to maintain its statistical and experience activities during the war and only resumed that work in 1948. The two years of 1948-49 are not enough to go on, and the business will have to wait until about 1952 before there will be a base that can be considered accurate.

Mr. Bittel asked if that wasn't advocating a status quo or a holding up of the rates artificially. The companies should be trying to find a solution now instead of waiting, he said.

Coverage Has Increased

Mr. Manzelmann observed that the business is not holding up rates and doing nothing. While the rates are substantially the same, coverage has increased.

Mr. Pauley added that for hospital and surgical, the loss ratio is rapidly mounting. The 1948-49 record is of little significance when compared with present conditions.

Mr. Pauley was then asked if perhaps the companies were not using some of their policies, especially in the accident field, to subsidize losses in other lines.

In answer to a question, Mr. Wickstrom said that later the committee will attempt to develop figures on policies where the rate is deemed inadequate.

The company men had only two editorial changes to make in the questionnaire and one addition was made by the California department.

The questions to be submitted to the companies involved follow:

1. In what year was this particular form first sold?
2. In what year was a policy containing substantially the same benefits as this particular policy first sold?
3. In what states is the particular

policy currently authorized for issue?

4. In what states is the particular policy currently being sold?

5. If this particular policy has been withdrawn from sale, give form number of replacing policy.

6. If available, please furnish 1950 experience for the particular form or its replacing policy.

7. If you believe there is other experience available on the particular form for 1948 and 1949, please furnish such experience and explain.

8. By what method was the premium established for this policy? (Explain process fully; i.e. whether statistics or experience were used in whole or in part and the formula or factors by which the various portions of the whole rate were calculated.) What was the expected loss ratio on this form?

9. Does the premium reported for 1948 and 1949 include any policy fees? If so, what amount?

10. Please furnish any available experience on predecessor forms of the particular policy, or any policies which contained substantially the same benefits.

11. Are there any restrictions upon classifications of persons to whom policy is sold?

If there are such restrictions, to what classifications is sale of policy limited?

12. Are there any special reserves particularly earmarked for any future liability under this policy?

13. Are there any unusual expense factors in connection with this policy?

Two Multiple Location Plans Available

(CONTINUED FROM PAGE 1)

rating plan recently filed as a deviation by companies who have heretofore opposed the Multiple Location Service Office plan.

"The original rating plan for multiple location risks which was presented by the Multiple Location Service Office to the committee on rates and rating organizations of the N.A.I.C. in Seattle in June, 1949, was changed by amendments presented to the same committee in Chicago, Nov. 10, 1950. This amended plan has now been adopted by most rating organizations and filed with state supervisory authorities. The Multiple Location Service Office, therefore, recommends for approval only the plan as amended and not in its original form. The intention of this recommendation is to accomplish the withdrawal of the original plan by the simultaneous substitution of the amended plan.

Will Not Oppose

"The governing committee was informed by the companies filing the deviation plan that while they opposed the original credit and surcharge rating plan they do not intend to oppose that plan as amended.

"The Multiple Location Service Office on Feb. 7, 1951, had recommended to rating bureaus that they ask for a hearing on the deviation rating plan filing. Since that time the Multiple Location Service Office has further studied this rating plan and has concluded to recommend that rating bureaus waive hearings and withdraw any requests for hearings that have been made.

"The Multiple Location Service Office is informed that with the withdrawal of the original plan recommended by the Multiple Location Service Office and the substitution of the amended plan therefore, the companies which have been opposing the original plan will withdraw their requests for hearings where such hearings are pending and discontinue related litigation.

Two Competitive Plans

"Although neither group of companies accepts certain features and principles contained in the plan of the other, when both plans are approved by the various state insurance supervisory authorities the result will be two competitive plans meeting the needs of insurance buyers. Both groups, of course, recognize the possibility that both plans may be improved by future amendment.

"Each group of companies had the benefit of advice and counsel of their respective attorneys, Charles P. Butler, special counsel for the Multiple Location

Service Office, and George R. Carey, counsel for the other companies."

Operation of the two plans side by side is regarded as feasible by underwriters. Their respective merits then can be proved in a practical way. Defects or weaknesses in either can be modified as time goes on. Underwriters say there will be no problems created by reinsurance.

However, underwriters believe the MLSO plan is likely to be amended rather promptly to match the two location limit of the appellant group. Other modifications in the two plans as they are tested by experience would tend to bring them into increased similarity, underwriters add.

Substantial settlement of the controversy raises the question of what will happen to several legal actions pending in New York and, if the proposed setup is followed elsewhere throughout the country, legal actions in other states. In New York the insurance department has a suit pending against the America Fore group that involves accounting expenses in a study ordered by the department of costs of handling multiple location business. New York Fire Insurance Rating Organization has an appeal to the state court from the decision of Walter F. Martineau, former deputy superintendent, with Continental, etc., as intervenors. Then there is the more recent appeal of the appellant group from the decision by A. J. Bohlinger, now superintendent. There are several appeals to the courts in other states involving the same subject matter. It is likely most of this litigation in New York, and perhaps elsewhere, will evaporate.

ACCIDENT

A. B. Olson Becomes Agency Vice-President of World

A. B. Olson, who retired Jan. 1 as vice-president of Guarantee Mutual Life under the company's retirement plan, has become agency vice-president of World of Omaha. Mr. Olson has been in life insurance work for 36 years, starting as a personal producer in 1915. He became a general agent in 1927 and served as manager of agents of Bankers Life of Nebraska before joining Guarantee Mutual. He was named agency manager of that company in 1935, agency vice-president in 1937 and

vice-president in 1945. He has been very active in company organization work, including the A. & H. division of L.I.A.M.A.

In addition to Mr. Olson, the agency department of World now includes Earl C. Walton, manager of sales research, who has conducted a series of very successful agency training schools the past year, and E. J. Willis, promotion manager, who is in charge of advertising and promotion and is editor of the company's agency magazine.

B. C. Has \$8 Million Deficit

The British Columbia legislature, now in session, has on the agenda the problem of solving the \$8 million deficit which has resulted from two full years' operation of the compulsory hospital insurance program. One suggestion is to boost the province's 3% sales tax to 4%, which would provide an additional revenue of \$12 million, to be applied to the insurance scheme. There is reason to believe that premiums may be advanced by at least 10%, even though the sales tax is upped.

To Publish A. & H. Directory

A directory of members of A. & H. Underwriters of Milwaukee will be published April 1, listing each member with his address and telephone number, and the officers. A listing of voluntary A. & H. hospital and surgical, loss of time plans and miscellaneous benefits available also will be included.

Elect Dibble at Los Angeles

Fred Dibble, Jr., Provident Life & Accident, is the new president of Los Angeles A. & H. Underwriters Assn. Joseph Silverstein is first vice-president; Charles Wise, Continental Assurance, second vice-president; L. J. Jacobson, Occidental Life, secretary-treasurer.

Speaker at the election meeting was A. R. Krause, Krause & Co., London Lloyds representatives, who talked on Lloyds operations.

Magovern Boston Head

New officers elected by Boston A. & H. Assn. are: President, Dwight H. Magovern, Monarch Life; vice-president, James G. Shaw, New Amsterdam Casualty; secretary-treasurer, Clifton W. McNeill, Provident L. & A.

The group has already lined up speakers for the spring meetings.

Reports Big Increase in National Council Duties

(CONTINUED FROM PAGE 24)

still continues. Mr. Richardson noted that the aggregate number of risks for which policies are in force increased 9% in 1950. Risks subject to interstate rating increased 6%, and individual state coverages entering into interstate risks increased 82%. The bureaus have also continued inspection of risks in connection with the classification inspection program, in 1950 inspecting 24,490 locations, about 1,000 more than in 1949. This was accomplished with practically no increase in personnel.

An assigned risk compensation plan is being set up in New Mexico and will begin functioning shortly, Mr. Richardson reported. During the year, there was a slight drop in the number of new risks applying for assigned risk coverage.

H. D. Snepp Joins Ky. Assn.

H. D. Snepp, Jr., assistant manager of Travelers at Louisville, has joined Kentucky Assn. of Insurance Agents as agency relations director. Mr. Snepp's duties will consist of advising members of modern developments, practices and procedures in insurance. He will have headquarters at Louisville.

Insurance Women of Tiffin, O., have organized and elected Miss Louise Seltz as president; Miss Ruth Scanton, vice-president, and Mrs. Louisa Hoffman, secretary-treasurer.

Sandoz of Ill. N

Donald assistant men's com bility for The com fields havin to automob

Bielaski

NEW Y has been a ern Casual position of tary, he su has resigne time to his brokerage Mr. Biel ant general has also se Eastern Ca Edwards &

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CHANGES IN CASUALTY FIELD

Sando to Head New Units of Ill. National Casualty

Donald K. Sando has been elected assistant secretary in charge of workmen's compensation and general liability for Illinois National Casualty. The company recently entered these fields having previously limited itself to automobile full coverage.

Bielaski Named Secretary

NEW YORK—A. B. Bielaski, Jr., has been appointed secretary of Eastern Casualty, in addition to his former position of vice-president. As secretary, he succeeds S. E. Leiwant who has resigned in order to devote more time to his New York City insurance brokerage firm.

Mr. Bielaski, whose father is assistant general manager of National Board, has also served as general counsel for Eastern Casualty. He is a member of Edwards & Smith, New York law firm.

Five Join Standard Accident

Robert P. Wallace has joined the Philadelphia branch of Standard Accident as field payroll auditor. He was formerly with General Accident in the same capacity.

Robert J. Martin has joined Standard Accident at San Francisco as field representative. He has been with Great American Indemnity as bond underwriter.

William B. Ulmer has joined the company as a claim representative at Newark. Mr. Ulmer has been a claims adjuster with Employers Mutual of New Jersey.

Phil P. Potter has joined Standard as claim representative at Indianapolis.

Prior to this, he was a claims adjuster for Hartford Accident.

Harold C. Dorn has joined Standard as a claims representative in Albany. He was formerly district claims manager for the National Grange in New Hampshire.

Johnston Vice-President

Lloyd H. Johnston has been elected a vice-president of National Automobile & Casualty. He has been manager of the bond department for eight years.

Two Enter Agency Field

Marwin F. Jonas, assistant manager of the fidelity and surety departments of Continental Casualty at Los Angeles, and James E. Taylor, special agent in the same department, have resigned to enter the agency field. Mr. Jonas who was previously with Glens Falls Indemnity at Los Angeles, will join the T. A. Veblen agency there. Mr. Taylor, it is understood, will enter the agency business in Michigan.

Trinity Universal Names Two

Trinity Universal has named E. Ned Halsey as district field supervisor at Akron, O., and D. M. Logue as special agent at Little Rock.

Mr. Halsey has been special agent with Buckeye Union, and Mr. Logue has been with Home Indemnity as chief underwriter at Memphis.

Coolman Succeeds Pieratt

Bennett E. Coolman has been named special agent for United Fire & Casualty of Cedar Rapids for South Dakota. He succeeds Bud Pieratt who has been called back into service with the marines.

United F. & C. recently opened a service office at 126½ North Phillips avenue, Sioux Falls, S. D., with Harold Dripps in charge of underwriting and Oscar M. Austad in charge of claims.

Cox to Arrow Mutual as V.P.

Wilbur W. Cox has been elected vice-president and general manager of Arrow Mutual Liability. He was formerly manager of insurance and chief safety engineer for Sylvania Electric Products of New York.

Narrow Call in Mass.

Only after three close roll call votes did the Massachusetts house kill a bill to compel insurers to disclose the exact amount of excess limits of liability insurance the defendant in an automobile accident carries. Rep. George E. Rawson of Newton, who is a local agent, charged that this was an invasion of the rights of insurance companies. Spokesmen for the bill said that although the Massachusetts judicial council said this bill was not in the public interest, the insurance committee of the legislature endorsed it. Rep. John M. Shea said that insurance companies should be compelled to reveal to counsel for injured persons the amount of coverage held by the insured so that the victim would not settle a \$15,000 case for \$4,500, for instance.

Jan. Traffic Deaths Up 17%

Traffic deaths in January totaled 2,890 as compared with 2,470 in the same month last year, according to National Safety Council. This is the third highest January death toll on record and is an increase of 17%.

The council estimates that in December will occur the one millionth traffic death, 963,360 persons having been killed in traffic accidents by the end of 1950.

COMPANIES

Allstate Makes 46% Premium Gain

The Allstate Insurance Companies, subsidiaries of Sears, Roebuck & Co., made a 46% gain in premium volume in 1950, Calvin Fentress, Jr., president, announces. The increase was \$21,033,000, bringing the total to \$66,312,000. Its premium volume has now doubled over a two-year period and has shown a 450% gain over a five-year span. Allstate now has more than one million policyholders.

Assets of Allstate increased \$20,346,000 to \$71,842,000, a gain of 40% over 1949. Capital and surplus amounted to \$17,998,000. Allstate Fire's assets increased from \$7,676,000 to \$10,162,000. Capital and surplus amounted to \$2,794,000.

Would Sell Additional Stock

Transport Indemnity of Los Angeles has applied to the California department for authority to sell 12,400 shares of its \$10 par value common stock at \$20, with transferrable rights to stockholders of record as of March 15 who were policyholder-subscribers of Transport Insurance Exchange as of Feb. 1.

Providence Washington Indemnity has applied for license in California.

FR Bill in Kansas

Legislation has been introduced in Kansas to convert the financial responsibility law from the original sketchy pattern to the security type measure.

There is a bill to make recovery of a guest dependent on only "gross" negligence of the driver instead of "gross and wanton."

31st ANNUAL FINANCIAL STATEMENT FOR THE YEAR ENDED DECEMBER 31, 1950

ASSETS

Cash in Bank and Office	\$ 5,175,362.64
*U. S. Government Bonds	22,611,811.24
*Municipal and Listed Bonds	1,189,037.68
*Common and Preferred Stocks	1,635,098.00
**Stock—The Ohio Insurance Company	1,198,920.00
**Stock—West American Insurance Company	1,440,712.35
Mortgage Loans	4,350.00
Real Estate—Book Value	524,440.99
Premiums in Course of Collection (under 90 days)	4,659,216.44
Interest Accrued	78,314.96
Reinsurance Recoverable	50,667.30
Other Ledger Assets	212,800.83
	\$38,780,732.43

* Valuations on basis approved by National Association of Insurance Commissioners.

LIABILITIES

Reserve for Liability and Compensation	\$ 8,068,166.69
Losses	2,541,374.79
Reserve for other Losses	15,335,259.30
Reserve for Unearned Premiums	2,778,354.18
Reserve for Taxes	59,807.48
Reserve for Current Expenses	16,012.73
Reserve for Reinsurance	
Capital Stock	\$ 2,000,000.00
Net Surplus	4,000,000.00
Voluntary Reserve	3,981,757.26
Policyholders Surplus	9,981,757.26
	\$38,780,732.43

** Owned, operated and controlled by The Ohio Casualty Insurance Company.

CONTINUED, healthy growth is shown in our 31st annual financial statement. Ohio Casualty agents throughout the U. S. A. will share our pride in the steady, substantial growth of our company.

THE OHIO CASUALTY INSURANCE COMPANY

Fast, friendly, coast-to-coast claim service

HOME OFFICE,
HAMILTON, OHIO

Offices in: Baltimore, Chicago, Cincinnati, Cleveland, Columbus, O., Dallas, Dayton, Denver, Des Moines, Detroit, Grand Rapids, Harrisburg, Indianapolis, Kansas City, Los Angeles, Louisville, Milwaukee, Minneapolis, Newark, Oklahoma City, Philadelphia, Pittsburgh, Portland, Ore., San Francisco, Seattle, Washington, D. C.

Proposed Florida Code Strikes Multiplicity of Nerves

(CONTINUED FROM PAGE 23)

replied that that might be entirely suitable. Sen. Baynard said, "Municipals are good right now, but in the past they have dropped." Mr. Landon pointed out that at one time government bonds went to 80. Sen. Baynard said that he would insist on some percentage provisions, and it was agreed that a limit of 25% in any one classification might be a workable figure.

Sen. Pope added that sometimes people are inclined to gamble with other people's money.

Mr. Landon stated that there was not sufficient restriction on the purchase of common stocks in the proposed code and that he felt they should be placed under some percentage quota.

Hotel People Heard

When Sen. Baynard called on any representatives of the public who might wish to be heard, Alex. S. Gordon, an attorney representing Miami Beach Hotel Owners Assn., said there should be a larger staff hired by the state to protect the public's interest after storms. He said to prevent ambiguity, windstorms should be specifically mentioned in the code, and that the hotel owners do not think the commissioner should have the power to set rates. They would approve a three man board.

Mr. Gordon then complained that wind-storm insurers have canceled insurance on hotels immediately preceding the hurricane season, after accepting premiums for the non-risk period. He asked that this practice be stopped.

Sen. Baynard asked for a list of companies which had done this. Mr. Gordon was not prepared to give such a list, but said it would be available later.

The next day James A. Dixon, representing Greater Miami Insurance Board, recalled the statement made the day before by Mr. Gordon, who claimed that companies cancelled wind-storm insurance on ocean front properties just before the hurricane season. Mr. Dixon said the board had learned of only one case written by a member which had been canceled. This insurance was on a building under construction, and adequate warning was given that the insurance would be canceled if the structure was not enclosed by a certain date. The building was not enclosed and the insurance was canceled.

James H. Howard, captain U.S.A., retired, now studying insurance at University of Miami, said the price of becoming an insurance agent was too high for a disabled veteran. Sen. Pope said that the statute on the books exempts the disabled veteran from all fees except examination fee.

Deposit Provisions

De Blois Milledge, vice-president of American Title & Insurance Co., spoke at length on the deposit provisions. He said that if this section should be adopted and the increased deposits as set forth become law, other states will require Florida companies to apply the laws of their own state in order to do business. This will tend to limit Florida companies to operation in their own state only, as putting up large deposits in 48 states would be prohibitive.

Sen. Baynard said that losses under title insurance were very small, and asked if rates had been reduced because of this.

Mr. Milledge pointed out that the object of title insurance is to prevent trouble, and that the premium was not based on loss ratio.

George A. Morehead, an attorney representing the domestic fire and casualty companies, voiced serious objections to the 10% deposit provisions of the proposed code, which, he said under the retaliatory provisions of most state codes, would work serious hardship on domestic companies.

Mr. Landon opened the second Miami session of the public hearings with a small bomb when he brought forward

an alternate proposal for the so-called Pope plan for the deposit of securities.

Sen. Pope was not present at that time.

Mr. Landon said his plan would provide immediate protection amounting to \$10 million for the policyholders of Florida, would cost the public nothing, and would present no retaliation problem for domestic companies.

Under his proposal the deposits of \$20,000 presently required of all domestic, foreign, and alien companies would be considered in toto as a "state reinsurance fund" for the protection of Florida policyholders.

Although Sen. Baynard, presiding as chairman, took issue with the admissibility of surety bonds as part of a reinsurance fund, he expressed himself as seeing value in the plan which he proposed calling the "Landon plan."

Rep. Thos. T. Cobb asked how much study had been given this alternate proposal, and Mr. Landon stated that it had "come to me at 4 a.m. the night before last and will need to be given thorough study to iron out all the points." Rep. Cobb said that it struck him as being a sound proposal.

Claims Court

Mr. Landon then took issue with the proposal to give the commissioner discretionary grounds for revocation of authority where an insurer "usually compels claimants under policies either to accept less than the amount due them, or to bring suit."

"To enact this provision into law would turn the commissioner's office into a claims court, with certain classes of claimants using such section of the law to bludgeon insurance companies into high settlements," said Mr. Landon.

Sen. Baynard interrupted further discussion to say he thought it was about time the commissioner started to interfere in the settlement of claims.

Examination Procedure

Paul E. Helliwell, secretary of American Bankers of Miami, suggested that the N.A.I.C. provision for examination of insurers every three years be adopted, rather than the proposed examination every two years. He objected to the results of the examination being published at the expense of the insurers, stating that he was afraid newspapers would get hungry for fees.

Sen. Baynard pointed out that this had been the law since 1863 without hurting anybody.

When Mr. Helliwell questioned the desirability of having "all advertising subject to regulation by the commissioner," Sen. Baynard replied this was particularly directed to misleading advertising such as so-called "community health plans" which are not community plans at all, and run full page ads which are very deceptive.

Mr. Helliwell said that while the industry is wholeheartedly in favor of preventing inside looting, he did not feel that a member of a board or financial committee of an insurance company should be prevented by law, as in the proposed code, from profiting from the sale of securities to said insurance company.

Compares School Board Practice

Sen. Baynard took issue with this view. He said men serving on school boards, for example, were not permitted to profit from that association, and he could not see any reason why the member of an insurance board should. "I don't think people should serve on your board for the purpose of selling you their investments," he said.

"You can't get a competent board," replied Mr. Helliwell, "if you disqualify any investments represented on the board."

"I'd hate to think," said Sen. Baynard, "that Florida is so poor in brains that you couldn't get anyone competent

to serve who wasn't a banker or investment man."

To this Mr. Helliwell replied that the public is entitled to experts in the field, and fruit growers aren't experts in investments. Sen. Baynard said he would look at any alternate measure which would be offered.

Weintraub Takes Glum View

Jos. Weintraub, president of American Title & Insurance, spoke briefly. "I think," he said, "in holding these hearings you want to get the feelings of the citizens, but some of the remarks here make me feel that this committee doesn't represent the sentiments of the public. The people of Florida want industry, but we cannot hope to get heavy industry to locate here. We do, however, have everything that financial industry would want. We think the public wants such industry, but some of the provisions of the code would tend to discourage insurance. You say that small companies should increase capital, yet you will not let them declare stock dividends. Don't force us to pay all the dividends in the year earned."

Frank Gabor, president of Greater Miami Assn. of A. & H. Underwriters, and secretary and treasurer of the state association, expressed the views of both organizations in asking that A. & H. licensing requirements be made lenient as there is no competitive problem here, and recruiting should not be made more difficult. He also suggested that all references to A. & H. be placed in one section of the code rather than be scattered throughout.

Henry Moser Heard

Henry S. Moser, general attorney for Allstate and also representing National Assn. of Independent Insurers, objected to the provision giving the agent full commission on assigned risks. He said the companies carry this insurance at a loss simply as a public service and that the agent, too, should make some contribution.

Sen. Baynard said that under the present setup insurers have been known to turn down people who are good risks, thus compelling them to turn to assigned risks and forcing the agent to accept 5% or 10% commission.

"If the insurance companies are guilty of the things you say they are," Mr. Moser replied, "then you should pass this law, but actually the companies have written this insurance at a loss. You are mistaken if you think companies turn down business just to save a few pennies commission. If you force payment of full commission on assigned risks, the agent will send business to assigned risk without even trying elsewhere, and you'll soon have a demand for a state fund. Don't depart from what has proved workable over the rest of the nation."

Countersigning Provision

Among other points covered by Mr. Moser was the provision that every policy be "issued and countersigned" by the local agent. He suggested that "issued" be deleted so that policy may be issued at home or branch office.

Marvin Adams, 2nd vice president of Florida Assn. of Insurance Agents, speaking as a local agent, took issue with Mr. Moser on this point. He said that in Florida there is much property owned by out-of-state residents, and much business is sold outside the state on this property. Some companies domiciled outside the state ask local agents for their power of attorney for such out-of-state business. "They send us a small stipend and we have no way of knowing how our name is being used. That is why we feel that policies should be both issued and countersigned in the state of Florida."

Mr. Landon suggested that using the words "personally countersigned" might eliminate this abuse.

Robert J. Finley, president of Florida Mutual Insurance Agents Assn., said his organization favored authorization for use of installment payment of the term premium. He said that those who oppose it have been those who have never used it.

Fred B. Hartnett, an agent from Coral Gables, said he felt annual, installment, and financed plans should all be permitted, but Robert Smith, also a local agent, disagreed. He said he used the installment plan extensively, but only to meet competition. He does not think insurance companies should be in the finance business.

Mr. Smith took issue with Mr. Moser's position on the assigned risk problem. He felt that agents should be adequately compensated for the work involved, and when only 5% or 10% is paid, many agents send the business elsewhere.

Discussion of the highly controversial rating plan was postponed to the hearings in Tallahassee. The committee, however, asked James A. Dixon, representing Greater Miami Insurance Board, to produce his file of correspondence with agents in Texas.

Introduces the File

In introducing the file to the record, Mr. Dixon said: "As soon as we received copies of the code we noted changes in the rating law. We were informed that it had been copied from the Texas rating act. We desired to inform ourselves as to what the reaction of Texas agents was. The board asked for names of 60 representative Texas agents. We were given 63 names, and we sent out questionnaires to these agents. We received 51 replies. 49 expressed approval. One disapproved without comment. We have since found out that this system has been in effect so long in Texas that the agents there have no basis of comparison. We received one reply from an agent in Texarkana, which lies on the border between Texas and Arkansas. He said that agents there are licensed in both Texas and Arkansas, and that all such agents favored the Arkansas law, which is comparable to the present Florida law. We feel we have given as much weight to this one questionnaire as to all the 49 others."

In bringing the session to conclusion Sen. Baynard said, "We can't pass this code with the apparent opposition that there is to it. It makes no difference to us; we were given a job to do, and we've done it to the best of our ability. But if you think this code, as it is finally drafted, is an improvement on the old code, then you'll have to support us. If you want it, you'll have to take some of the bad things along with the good, as no code can suit everybody. I, personally, am not interested in disrupting the industry by changing the rating system, but there is a great feeling among property owners in Florida that they've not been getting the proper rating. I think there can be a great improvement. All I ask is that we get a correct rate based on a proper experience table."

The proposed code provides for state-made fire rates. There is a possibility of a compromise whereunder there would be enacted the latest version of the all-industry rating bill. The Florida law now consists of an early version.

Cancel Kansas Short Course

Kansas Assn. of Insurance Agents has cancelled its annual fire and casualty short course held in June at University of Kansas due to war conditions and other complications. Many local boards in Kansas are now sponsoring educational courses so that the need for the short course is not as urgent as in former years. McPherson agents are now conducting the fire and allied lines course of N.A.I.A.

Insurance Square Club of New Jersey will meet March 12 at Newark, when F. E. Pellegrin, grand master of New Jersey, will be guest of honor.

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Balance Sheet

ADMITTED ASSETS	*December 31, 1950
Cash in Office, Banks and Trust Companies	\$ 38,777,419.93
United States Government Bonds	108,301,862.62
Other Bonds and Stocks	175,820,027.95
Investment in The Home Indemnity Company	6,878,161.00
Real Estate	5,293,635.24
Agents' Balances or Uncollected Premiums, Less Than 90 Days Due	19,766,198.65
Other Admitted Assets	3,320,264.23
Total Admitted Assets	\$358,157,569.62
LIABILITIES	
Reserve for Unearned Premiums	\$153,821,812.00
Reserve for Losses and Loss Expenses	40,775,253.00
Reserve for Taxes	8,750,000.00
Liabilities under Contracts with War Shipping Administration	1,218,246.31
Reinsurance Reserves	1,334,793.53
Dividends Declared	3,598,708.50
Other Liabilities	5,417,599.74
Total Liabilities Except Capital	\$214,916,413.08
Capital	\$ 20,000,000.00
Surplus	123,241,156.54
Surplus as Regards Policyholders	\$143,241,156.54
Total	\$358,157,569.62

*NOTES: Bonds carried at \$5,799,756.96 Amortized Value and Cash \$80,000.00 in the above balance sheet are deposited as required by law. All securities have been valued in accordance with the requirements of the National Association of Insurance Commissioners. Assets and Liabilities in Canada have been adjusted to the basis of the free rate of exchange. Based on December 31, 1950 market quotations for all bonds and stocks owned, the Total Admitted Assets would be \$357,620,695.62 and the Surplus as Regards Policyholders would be \$142,704,282.54.

Every policy of The Home Insurance Company is a deeply personal document.

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The Home, in its truest sense, is the man who lives in your town and serves you—your Home representative and his companions in communities throughout the country. The accompanying figures are a report of their work for you and your neighbors in the year 1950.

Sincerely,

James V. Smith
PRESIDENT

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